

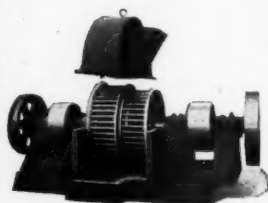
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

PUBLISHED EVERY SATURDAY

APRIL 9, 1921

By the Food Trade Publishing Co., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 3, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.



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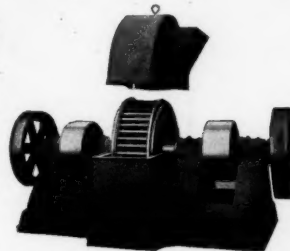
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WRITE FOR CATALOG No. 12

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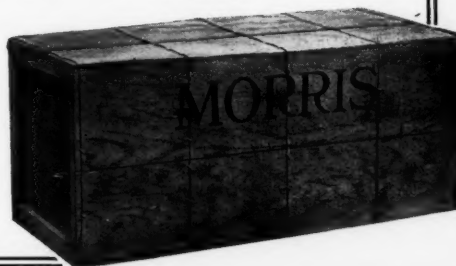


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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 1879.

Vol. 64.

Chicago

York, April 9, 1921.

No. 15.

Meat Demand and Wholesale Price Decline

It was not recent falling off in domestic meat consumption so much as it was decline in export demand that affected meat prices in recent months. World economic conditions were responsible for a readjustment of commodity values everywhere, and the meat industry suffered in lack of world-wide demand for its meats as well as for its by-products.

In its monthly review of meat and live-stock conditions the Bureau of Public Relations of the Institute of American Meat Packers brings out these points clearly. Attention is called also to the remarkable fact that depressed economic conditions have not lessened demand for choicer meat cuts or stimulated a corresponding call for cheaper cuts.

The situation is summed up as follows by the Institute:

Although wages have been reduced, business has been contracted, purchasing power has been lessened, and millions of men are reported idle, yet most consumers are still discriminating against the less expensive cuts of meat and continuing their war-time preference for steaks, chops and roasts.

That circumstance constitutes an odd feature of the meat situation at the present time.

It had been expected that any decrease in wages or employment would tend to increase sharply the demand for forequarter meats. Instead, the so-called choice cuts still enjoy a great preference, and meat that is equally nutritious and palatable is moving sluggishly at very much lower prices.

This is true of beef, lamb and pork. Rarely has there been such a spread in price between popular cuts which can be prepared quickly and cuts which are used, for example, in making pot roasts, stews, etc. The housewife who knows how to cook chuck steak, corned beef, lamb stew, pot roasts and similar dishes now finds herself in position to obtain unusual bargains in those retail stores—and they no doubt are in the majority—which have adjusted their prices to the new wholesale levels.

Explanation of the continued preference for the "choice" cuts at a time like this probably lies in the fact that wholesale meat prices have declined more than most prices, and all classes of meat, including the popular cuts, are still readily available even to those whose purchasing power has been reduced.

Why Wholesale Meat Prices Declined so Heavily.

Official annual figures recently completed by the Government now show clearly why wholesale meat prices led the readjustment of commodity values and why they have declined so far, despite the

smaller receipts of live stock during 1920 and diminished meat production.

It is now apparent that this was due not so much to a decrease in consumption at home as to world economic conditions, and particularly to the decline in exports. Late figures show that beef exports last year were only 164,000,000 pounds, as compared with 314,000,000 pounds in 1919 and 728,000,000 pounds in 1918. Exports of pork and lard last year fell to 1,561,000,000 pounds, as compared with 2,681,000,000 pounds the year before and 2,279,000,000 pounds in 1918.

On the other hand, consumption per capita of dressed meat and lard last year amounted to 154.3 pounds, and was within three pounds of the amount consumed in 1919, although very materially less than the quantity per capita consumed two decades ago.

Production of dressed meat and lard in the United States last year amounted to 17,987,000,000 pounds as compared with 19,445,000,000 pounds in 1919. But the reduction in production was practically offset by the prodigious decline in exports.

The Packers' Pageant

The annual convention of the Institute of American Meat Packers will be held at Chicago on August 8, 9 and 10, 1921, in conjunction with the Pageant of Progress, a second World's Fair, which is to be held at Chicago during that period.

The Executive Committee of the Institute this week approved the dates selected by a Committee on Arrangements of which A. D. White of Swift & Company is chairman. Further announcement of convention committees and other details will be made in a few days.

The Pageant of Progress is to include as one of its prominent features a splendid historical and illustrative exhibit of the meat packing industry, in the preparation of which members of the Institute and of the American Meat Packers' Trade & Supply Association will cooperate. Full information concerning this "second World's Fair" and the convention therewith will be published in early issues of THE NATIONAL PROVISIONER.

This decline operated to depress values severely.

Effect of Immediate Industrial Situation.

Unemployment in manufacturing centers has operated to reduce meat consumption, while low meat prices have been operating to increase it. Some observers interpret favorably the resumption and expansion of operations in the automobile industry.

In general, the meat trade is affected by adverse industrial conditions in much the same way as other trades are affected. The only differences worthy of note are the facts that meat is an essential food, and that the low prices at which it is selling keep the demand thoroughly alive, although not always abreast of the supply.

Domestic Trade in Pork.

A considerable part of the dressed hog carcass—possibly as much as 60 to 65 per cent—has been selling at wholesale during March for prices per pound which represented less than the averaged dressed carcass cost per pound, including manufacturing expenses. The majority of cuts have been selling at wholesale below the cost of producing and marketing them. As a consequence, the consumer should find good bargains in retail shops. This is especially true of the heavier cuts.

Prices for fresh pork and sweet pickled meats have not declined further during the month, but dry salt meats and lard declined somewhat. There was a fair Easter trade, especially on the lighter smoked meats, but the demand exhibited its usual post-holiday slackening. Some packers reported a good business in hams. The Southern trade continued rather slow, probably because of inability to turn the last cotton crop into cash; and, similarly the trade in some manufacturing centers has been on a hand-to-mouth basis, because of unemployment.

Foreign Trade Prospects.

The resumption of free trade with England apparently did not have much effect on the volume or price of American provisions and lard exported to the United Kingdom. However, some consignments of lard and meats were made, the outcome of which is problematical. It is evident that the stocks of bacon in cold storage which the British government owns have acted as a check on buying by British merchants.

Reports from continental Europe indicate that the trade is slackening to a certain extent, owing to more nearly adequate supplies. Some packers, however, reported good shipments of lard and meats. In addition there has been some "spot" trading.

Beef and Lamb.

During the first half of March the market for live cattle and dressed beef advanced, but increased receipts of live cattle, with a consequent over-supply of dressed beef on the market during the middle and latter part of the month, caused a reaction to lower prices, both for cattle and beef.

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COMPETITION FOR GERMAN MEAT TRADE

Scandinavia and Southeast Europe Provide Much of Supply

(Staff Correspondence of The National Provisioner.)

Hamburg, Germany, March 23, 1921.

Meat consumption in Germany is not as great as in pre-war times. The low German exchange rate makes meat a luxury, so that the masses have to curtail their daily rations. Home production has increased, and large amounts of fresh beef and live cattle are being imported from Denmark, while fresh dressed hogs are being imported from Yugoslavia in large quantities.

These latter imports were unknown before 1914, but as the Allies have trebled the size of Serbia, and as that country does not favor industries, most of the big salami sausage factories have been obliged to close and thousands of hogs go to Germany, favored by the low Yugoslavian exchange.

It is not surprising that the imports of United States hog products, with the exception of lard, have decreased so rapidly in the last six or eight months.

Another reason for the German dislike of American pork products is the fact that in 1915 Germany was forced to take over large quantities of bacon which had been stored in England, Holland and Belgium. The greater part of this was old and rancid, and because of its inferior quality (which was due to its age) American products acquired a bad name among the German people. Germany has never been a great consumer of salted meats, and when forced to take this old, inferior bacon it was an easy prediction that the large imports of 1919 and 1920 would not last long.

Meat Imports Are Large.

Frozen hogs from China and a few from the United States are constantly arriving, and also shiploads of frozen beef from time to time. Denmark has been shipping to Germany as many as 6,000 live cattle weekly in the past few weeks.

Meat imports from Holland are curtailed considerably by the high rate of Dutch exchange. The same is true of Sweden, but in this country large killings of cattle have taken place recently for shipment to Norway.

Switzerland buys live cattle from Denmark and kills them near the Swiss border, as imports are prohibited in that country. Switzerland is far from being the same large consumer of foreign feedstuffs as before the war. The hundreds of thousands of tourists, especially German tourists, are a thing of the past.

Eastern and southeastern Europe are preparing big exports, particularly of hogs, for next fall and winter. German exchange is higher than theirs, therefore the United States must be prepared for that competition.

Prices of live hogs in Germany are from 20 to 24 marks per kilo. As the offal on spot, in a fresh state, has a much higher value than salted offal, one can figure that pluck with tongue, liver and kidneys and caul fat with all the guts brings the price down 10 per cent to the butcher. The hogs can be figured to lose about 22 per cent. Manufacturing of summer sausage is now permitted all over Germany, and next fall and winter will see a good meat trade.

Casings Market at Standstill.

The German casing market is dragging along and nobody will risk anything. The occupation of Germany by the Allied troops has the effect of depressing the German sausage industry and thus reducing the demand for casings. Casing dealers cannot be persuaded to buy their fall stocks of goods at present, because they fear the possibility of confiscation by the army of occupation.

Butchers Boost "Eat More Meat" Idea

The master butchers of New York City gave a big impetus to the "eat more meat" campaign Thursday evening, March 31, on the occasion of the annual beefsteak dinner of Ye Olde New York Branch, United Master Butchers of America, held in the grand ballroom of the Hotel Pennsylvania, New York City. More than 500 master butchers, their friends and ladies, attended this event, which was featured by addresses from food experts and leading representatives of the packing and retail meat trades.

President A. F. Grimm of Ye Olde New York Branch, who is also chairman of the Meat Council of New York, presided and introduced the speakers in his characteristically happy and forceful manner. Albert T. Rohe, of Rohe & Bro., was toastmaster, and carried the proceedings along in an inimitable way. The dinner was one of the finest affairs ever staged by the trade in New York, and great credit is due the Welfare Committee which had it in charge: Moe Loeb, chairman; George

Kramer, secretary; and Joseph Heim, treasurer, assisted by Pendleton Dudley, secretary of the Meat Council. Messrs. Loeb and Kramer were leaders in the movement for the "eat more meat" campaign and the meat council in New York.

The dinner was followed by dancing, but the most notable entertainment feature was the singing of E. W. Jenkins, a New York master butcher. This was a genuine surprise, as Mr. Jenkins had modestly concealed his vocal talents from most of his trade friends until this occasion.

Following the happy introductory speeches of Mr. Grimm and Mr. Rohe, Supt. A. H. Van Pelt of Armour & Company, was introduced as the first speaker. Mr. Van Pelt said:

Van Pelt Pleased at Association.

Mr. Toastmaster, Ladies and Gentlemen:

In view of the aggregation of oratorical talent with which I notice your toastmaster has surrounded himself, I shall try to make myself popular with you to the extent of making my remarks as brief as

possible, in order that we may all hear from the real speakers of the evening.

It is an honor to be with you tonight at what is undoubtedly the most elaborate beefsteak dinner many of us have ever attended, and it is also very pleasant to have the opportunity of meeting you all in a more personal way than the rush of our daily business permits.

In this connection I should like to say a word of appreciation of the closer association that we have enjoyed with some of the representatives of the Master Butchers in connection with the work of the Meat Council, and to say to you that I believe that there has already been accomplished in the short time that the Council has been in existence one thing alone of vital importance, and that is a clearer understanding of the problems which confront all of us in our daily efforts in serving the consuming public with meats. You gentlemen on whom rests the responsibility of direct contact with the consumer have difficulties which we can more fully appreciate as we meet together and exchange our views.

Compliments for Meat Council.

Your President, Mr. Grimm, has very aptly and clearly touched on one of the most vital points in the present situation, and in referring to the importance of increasing the consumption the slogan which he suggests, of "Eat More Meat," is one which can well be made a permanent motto for our business.

Incidentally, I may say that your President, Mr. Grimm, is also the President of the Meat Council which I have referred to, and with which all of you are no doubt familiar, and I am glad to have this opportunity of expressing the appreciation of the clever way in which he has presided at the meetings, and of the fair and frank manner in which he has handled all of the various questions which have come up. Both Ye Old New York Branch and the Meat Council are to be congratulated on the selection of Mr. Grimm as presiding officer.

The meat industry is one of the oldest known to civilization. Some of you may have read that somewhere in the vicinity of 700 B. C., a group of retail and wholesale butchers were tried before the tribunals of ancient Rome, convicted and beheaded for alleged attempt to run a meat combine. I am sure they were not guilty of the charge, but at this date it is too late for us to give them any help. (Laughter).

Business Subject to Attack.

To the present day, as we all know, our business has been the subject of unjust and unwarranted attack from various sources for various causes and it may be that we shall always be subject to a greater or less extent to this prejudicial action.

Yet there is one thing which I think stands out tonight very clearly, and that is that one way to assist those engaged in our industry and to encourage the public to use meats is to impress upon them the fact that fresh beef was made to sustain and prolong human life, and to develop to its highest point of efficiency the physical and mental energy of the people.

During the Great War the French soldiers, fighting side by side with their British brothers in the trenches, found that the sustaining power of a fresh meat diet was of great advantage to the English soldier, and the French Government recognized that fact to the extent that they also adopted fresh beef as one of their principal rations. For that reason the French armies were able to resist the fatigue and the terrific strain under which they labored in their fight for liberty and it may not be extravagant for us to believe tonight that beef made the brawn that won the war.

Meat Consumption Decreases.

In spite of this, the records show that the United States' consumption of meat is decreasing. For instance, twenty years

(Continued on page 36)

TELL FACTS ABOUT MEAT INDUSTRY

Is the Only Way to Solve Packers' Problems

By Edward Morris, President, Morris & Company.

(EDITOR'S NOTE.—In the following article Mr. Morris comprehensively reviews the situation confronting the meat packing industry today, and in his usual plain-spoken fashion gives the facts as he sees them, and urges that the public be made familiar with them. The statement appeared originally in the Chicago Journal of Commerce, a business newspaper of standing, and is here reproduced with the hope that the truth about some aspects of the situation may be given further publicity.)

Every intelligent American citizen owes it to himself and to his country to study first hand the questions affecting the packing industry, because this essential industry deals in a prime necessity of life, and the people at large are vitally interested in its welfare and future and in whether or not there is any merit in the charges which have been made against it.

Unfortunately, many people do not do their own thinking in such matters, but depend upon others; and unwittingly they may be depending upon people who are influenced either by prejudice or self-interest.

Others have been influenced by the well-organized and selfish propaganda which has been unfairly and continuously launched against this industry during the last five years.

There are many today who favor legislation against the packers; but if asked what wrong or evil they wish to correct, they would be lost for an answer; and if asked what particular form of legislation they wanted, they would not know. Public opinion is somewhat uncertain and veers around until it is anchored on truth. Then public opinion is safe and can be relied upon. We assert that the public has not been truthfully informed concerning the packing industry.

Truth Only Is Wanted.

As a matter of fair play we are entitled to have our side of this controversy presented. We merely want the truth established. We do not claim to be infallible. We do not say that we have not made mistakes. But we do say that we have been most grossly and wickedly misrepresented; that we have nothing to conceal; that we are in the open; and that we invite the closest possible study of all our activities, our problems and difficulties, and particularly the charges that have been made against us.

The packers deal in food which is very close to all of the people. They buy their raw material, live meat animals, from millions of livestock producers, who want a high price for their animals, and their finished product, meat, is sold to everybody, and everybody wants cheap meat. They are thus "between the devil and the deep blue sea." The packers do not control many votes in this democracy. It must be self-evident, therefore, that the questions affecting this industry are liable to be clouded by prejudice, misrepresentation and self-interest. Under these circumstances there is great danger of a created public opinion flying to the first panacea suggested and of adopting a remedy infinitely worse than the supposed evil itself. It thus becomes necessary for the substantial citizenry to investigate this question coolly and dispassionately. In that spirit I would present a few indisputable facts for the consideration of the American public.

Inception of the Fight.

Probably a vast majority of the people do not know that the bitter agitation which has been waged against the large packers during the last five years was originally started by the livestock producers at the convention of the American Livestock Association in the city of El Paso, Texas, in the year 1916. Certain of these producers made the fatal mistake of persuading themselves that the large packers constituted an actual monopoly, which could control the price of meats, and could, therefore, pay the producer "cost plus profit" for the live meat animals and then pass the added cost along to the consumer.

They apparently did not realize that the five large packers were in actual and active competition with each other and with two hundred fifty other packers doing an interstate business; and that it was abso-



EDWARD MORRIS.

lutely impossible to control the price to be obtained for a highly perishable product like meat except by controlling the source of production itself. While they charged monopoly, these producers themselves wanted to take advantage of this same supposed monopoly to get what they selfishly wanted. Possibly few people have stopped to consider that the packing industry is the only large industry in this country that does not control to some extent at least its raw material. This industry, regardless of the demand for meat, must buy as few or as many meat animals as are offered each day at the stock yards.

It is important to locate the originating cause of this agitation against the large packers. The printed records of the meetings of this association, which are now in existence, will clearly demonstrate that the originating cause is correctly stated above. In fact, the market committee that was appointed by the association to make this fight has publicly and frequently admitted and boasted of its responsibility in that regard.

Wanted Profit on Cost.

These producers did not entertain the thought that their object, "cost plus profit," might not be attained. They did not stop to reflect that whatever hurts the packers hurts the producer, because the former finds the market and is the distributor for the products of the latter. It is only fair to state that in my opinion the

rank and file of the producers were not in sympathy with this movement. And in that connection we are free to say that the livestock producers are now losing big money, many of them, unfortunately, being driven out of the business. While this is principally due to world conditions in this period of readjustment, yet in part it is due to the harm which has come to this industry from hurtful and needless agitation which has been carried on for the last five years.

No business is so sensitive to criticism and agitation as the packing business, because the housewives do not buy as much meat and consumption falls off, when the papers are constantly full of charges of monopoly against the packers.

We are in sympathy with the producers, for in all fairness, they should be able to make a reasonable and fair profit if their business is efficiently and economically conducted, and if they cannot conduct their business efficiently at a reasonable profit, then production will fall off and all will suffer, including the producer, the packer, and the consumer.

The investigation by the Federal Trade Commission which was started by these producers was controlled by men who believed in government ownership, to put it mildly. The biased and one-sided report which was based upon conclusions erroneously drawn from self-serving facts, now threatens to close the European markets to American meat, which would seriously injure both American livestock producers and American labor.

No Magic in Legislation.

It must be apparent to any thinking person that no legislative enactment could have the magic effect of putting up the price of cattle and at the same time putting down the price of meat. The American people should not fool themselves on this question; because if the price of cattle is up, the price of meat cannot be down.

As to the charge of monopoly, we would submit a few questions: If the five large packers constitute a monopoly, and could thus control prices, why did they permit the price of live meat animals to advance to such high figures during the war? If the five large packers constitute a monopoly, why did the packers during the war not make more than one-half the profit permitted by the Food Administration? If the five large packers constitute a monopoly, why did the packers lose many, many millions during the last year? If a monopoly, why should the five large packers permit two hundred fifty interstate competitors to exist? And yet during all of the numerous congressional hearings, not a single instance was cited of a competitor being dealt with unfairly; not a single packer appeared who had been put out of business by this supposed monopoly by unfair means.

In connection with the charge of monopoly, it is generally supposed that five large packers, commonly, but erroneously called the "Big Five," constitute the "beef trust." This is perfectly ridiculous, because Kingan, Dold and many others are practically as large as some of the alleged "Big Five." The Government official report shows that the smaller packers make a larger percentage of profit on the turnover than the large packers. This is due to the large over-head necessary for long shipments and export business, again demonstrating the absolute necessity of big units in the packing business. If the people realized the great benefits to them through volume in the packing business, there would be no more abuse of the big packers merely because of their bigness.

Vital Work of Packers.

Let us for a moment consider the function and work of the American packer. The large packers give to the livestock

(Continued on page 41.)

TRADE GLEANINGS

The warehouse of Swift & Company at Bradford, Pa., has been damaged by fire.

The abattoir of Plummer Brothers, at Elwood, Ind., has been destroyed by fire.

The soap factory of the J. S. Long Company, at Marrero, La., has been destroyed by fire. The loss is estimated at \$500,000.

The Quincy Packing Company has been incorporated at Springfield, Ill., with a capital of \$15,000. The incorporators are L. J. Lightfoot and Herman J. Narris.

The slaughterhouse and cold storage plant of the Oregon Meat Company, at Marshfield, Ore., has been destroyed by fire. The loss is estimated at \$12,000.

The Sharon Provision Company has opened a wholesale meat and provision establishment in Sharon, Pa., and has installed a seven-ton refrigerating machine.

The Border Packing Company has been incorporated at El Paso, Tex., with a capital of \$20,000. The incorporators are Mack H. Camp, C. C. Gibson and A. W. Graham.

The new plant of the Columbia Packing Company, at Snohomish, Wash., is nearly completed. The members of the company are William Henry, S. J. Holcomb, C. R. Holcomb and H. S. Broxson.

The South Lebanon Packing Company has been incorporated at South Lebanon, Ohio, with a capital of \$20,000. The incorporators are H. L. Harding, W. A. Burger, W. Sheets, C. S. Pack and J. D. Burger.

Plans for refinancing and reorganizing the Portage Packing Company, which operates an abattoir at Old Portage, Ohio,

have been completed and will be acted upon by the stockholders at their next meeting.

The Jacob Dold Packing Company, Buffalo, N. Y., has just paid the quarterly dividends on preferred stock to holders of record as of April 15, on the basis of 6½ per cent. No dividend has ever been passed on this stock.

Carl T. Ruhl, manager of the Cape Fear Packing Company, Wilmington, N. C., died March 29, at Toledo, Ohio. For many years Mr. Ruhl was connected with Wilson & Company, but he resigned about three years ago to accept the position he held at the time of his death.

DOLD WORKERS TAKE 10% CUT.

At meetings last week the 2,000 employees of the Jacob Dold Packing Company, Buffalo, voted to take a 10 per cent reduction in wages. The reduction, which affects everybody from President J. C. Dold on down, was to take effect April 4. The resolutions adopted by the employees' councils follow:

"Whereas, all recognize the existing depression in business in general, including the packing industry, and appreciating the necessity of a reduction in all possible expenses; and

Whereas, we have all greatly appreciated that our president and management in our past years of prosperity have acted with great liberality in improving our individual financial affairs; that,

"Be it, therefore, resolved, that we, as executives in co-operation with our fellow workers in the plant, in the spirit of 50-50, recommend and voluntarily offer to accept a reduction of 10 per cent in our respective and individual salaries."

PUBLISHERS' NOTICE.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

of The National Provisioner, published weekly at Chicago, Illinois, for April 1, 1921.

State of Illinois, County of Cook. Before me, a notary public, in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Vice-President of the Food Trade Publishing Co., publishers of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, Food Trade Publishing Co., 407 S. Dearborn St., Chicago, Ill. Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill. Managing Editor and Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owners are Food Trade Publishing Co., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Senner, 116 Nassau St., New York, N. Y.; Estate of Julius A. May, 116 Nassau St., New York, N. Y.; Estate of Geo. L. McCarthy, 116 Nassau St., New York, N. Y.; Hubert Cillis, 116 Nassau St., New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: There are none.

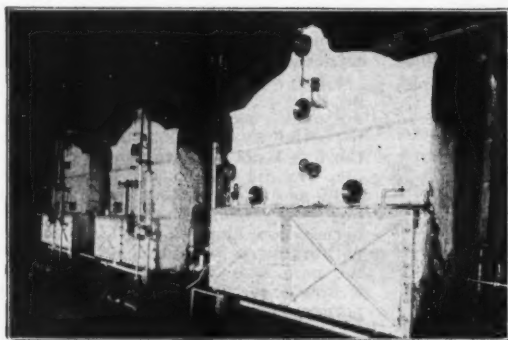
4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiants full knowledge and belief as to the circumstances and condition under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH,
Vice-President.

Sworn to and subscribed before me this 21st day of March, 1921.

M. SCOTT,
Notary Public.

(My commission expires Aug. 12, 1922.)



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THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers and the American
Meat Packers' Trade and
Supply Association

Published Weekly by
The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, Chicago.
Eastern Office, 116 Nassau Street, New York

OTTO V. SCHRENK, President.

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GENERAL OFFICES.

Old Colony Building, Chicago.
Telephones Wabash 742 and 743.
Cable Address: "Sampan," N. Y.

EASTERN OFFICES.

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Money due THE NATIONAL PROVISIONER
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TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
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All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10

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HOGS AND CORN

The position of the hog market and the
position of the corn market shows such a
wide disparity as to merit a special men-
tion. The average price of live hogs at some
time past has ruled around 9 to 10¢ a
pound, while the price of cash corn in
Chicago has been around 60¢ a bushel, and
for the under grades down around to 55¢
and even lower. The average number of
bushels of corn required to produce 100
pounds of live hogs has been variously
estimated as slightly over 10 bushels, and
the average relation of prices over a pe-
riod of years has been on the basis in
value of slightly over 10¼ bushels of corn
to the value of 100 pounds of hog.

During the food administration activities
there was a great deal of discussion of the
reported basis of 13 bushels of corn as the
value of 100 pounds of hog, but this was
a misunderstanding of the basis, as the
figures named were on the basis of 13
bushels of corn on the farm to 100 pounds
of live hog in Chicago.

Recently the spread between the price
of live hogs and the price of corn has been
such that corn would have been worth
around 85 to 90¢ a bushel if it had been
based on the value of the live hog; or con-
versely, the price of the hog would have
been around 6 to 6½¢ a pound. So that
there has been an apparent profit in mer-
chandising corn in the shape of live hogs
of around 30¢ a bushel in excess of the
price attained for the corn when merchan-
dised in the shape of the corn. This is an
abnormal spread, and will be likely to
right itself sooner or later, either by an
advance in corn or a decline in hog prices.

READ YOUR TRADE PAPER

It has been said that "as a man readeth
so he thinketh," and also that if a man's
daily diet of reading is known it will be
easy to figure out just what sort of man
he is and will be. There is more than a
little truth in these sayings. A man who
reads nothing but verse is likely to think
in lines that scan and rhyme. Likewise, a
man who reads for the improvement of his
business is likely to work out that im-
provement, since he will think along those
lines and make or find the opportunities
for improvement.

"Business reading," declared a man
whose annual business is well above the
million-dollar mark, "gives me, more than
any other single source, my new methods.
I suppose that I read twice as many trade
and business magazines as does the av-
erage business man who has a business
and responsibilities comparable to mine. I
make a definite practice of reading at least
one hour a day; and often when my hour
is up I am so interested that I keep on.

"I always have a pad of paper and a
pencil handy so that I can jot down the
information before it gets away. I put
the notes into a drawer in my desk. Regu-
larly I go through that drawer and read
over the notes.

Usually I find that one-half or two-
thirds of these notations are not very good
for my purposes. These I throw into the
waste-basket. If I don't see a definite use
for the others at once I put them back
into the drawer. Many of them I find of
possible value to some other man in my
organization. Occasionally I find in my
reading a plan, or an idea for a plan, which
I can use almost as it stands. Several of
the best and most profitable ideas came
to me in that way."

This should prove interesting to every
business man who is striving for success.
If the owner of a million-dollar business
finds so much of value in the business
papers that come to his desk, then the
man with the smaller and more undevel-
oped business can surely find much more
of value, and a greater number of profit-
able ideas that can be utilized in the de-
velopment of his business.

It is said that the average business man
does not read his trade papers, and un-
fortunately this is true in many instances.
But there is less of this neglect of a
source of valuable information today than
was the case five or ten years ago, for
the alert business man has come to re-
cognize the fact that new ideas are an
absolute necessity to cope with competi-
tion under present conditions.

Go where you will and you will find that
the man with whom failure is a habit is
the man who does not read his trade pa-
per. On the other hand, men who are
regarded as most successful, who are
making the most money, who stand out
prominently as leaders in their field, are
the men who have a proper appreciation
of the value of the trade paper, and who
read those papers and utilize the dollars-
and-cents information they contain. This
is a fact that can be verified by any per-
son with little loss of time and effort.

The man who does not read his trade
paper regularly is just as regularly over-
looking opportunities for self-improvement
and for the successful development of his
business.

DR. ALSBERG RESIGNS

Dr. Carl L. Alsberg who since 1912 has
acted as Chief of the Bureau of Chemistry,
U. S. Department of Agriculture, has re-
signed his position to become one of the
Directors of the New Food Research and
Nutrition Institute at Stanford University,
California. Dr. Alsberg was an outstand-
ing example of efficiency in office. He will
be missed at Washington.

PRACTICAL POINTS FOR THE TRADE

EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc.; Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D.; and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

HIDE SALTING AND CURING COST.

An inquiry from a packer concerning figuring costs on salting and curing hides is answered as follows:

This is rather a difficult figure to give exactly, for the reason that local conditions govern the matter considerably, but we take it for granted that these hides are delivered either from the killing floor or by team. Therefore, the expense should be something as follows:

Labor, green .....	.31
Labor, cured .....	.31
Repairs .....	.02
Overhead .....	.20
Supplies .....	.20

Total\$1.04

We think that if you figure about \$1.25 per hide you will come out very close.

ACIDULATING SOAP STOCK.

The following inquiry is from a subscriber on the Pacific Coast:

Editor, The National Provisioner:

We have at our refinery here every month about 5,000 to 10,000 gallons soap stock, a by-product derived from the refining of peanut oil, soya bean oil, cottonseed oil and other vegetable oils. The soap stock contains about 50 to 60 per cent fat, the balance being water and lye. We do not obtain a very good price for this soap stock, and therefore want to acidulate it and reclaim all the free fatty acids and free oil contained therein.

Will you kindly write us what process to employ and what equipment is necessary to do this work and how to go about acidulating this stock?

An oil expert in answering this question says:

It has developed with the trade on the Pacific Coast that many of the refiners acidulate their soap stock from the refining. We believe this is merely a custom that they have gotten into on the coast, as it is not practiced generally through the Middle West and East. It may be a requirement of the soap-makers, as acidulated stock can be saponified with soda ash instead of caustic soda.

The inquirer wishes to recover free oil. There is up to date practically only one method of doing this from soap stock. That is by the centrifugal process, and we believe there is only one concern handling this successfully. This, we might advise, is rather an expensive installation.

Utilizing Waste Waters

The next article in the series by the Committee on Packinghouse Practice is entitled, "The Prevention of Waste Leaving the Premises in Waste Waters." It will appear in an early issue of THE NATIONAL PROVISIONER.

but during the war it paid well. They guarantee to recover about 50 per cent of the free oil in the soap stock, which only amounts to about 1 per cent or thereabouts of the original. So much for free oil.

As to acidulating, the inquirer will require either wood vats or tanks, lead lined, as sulphuric acid is required or possibly salt cake; in any case, an acid to neutralize the alkaline saponified material, and naturally they could not use iron tanks.

The process is more or less simple, adding sufficient acid of almost any type to decompose the alkali; in other words, to bring to slightly acid test with sufficient heat and agitation would assist; air would be sufficient (all piping must be lead) and the decomposed free fatty acid with any free oil will gradually rise to the top and can be separated in the usual manner.

Caution must be used not to burn or carbonize the fat and products with too strong acid or an excess or high heat, as it will almost permanently darken the product.

The fat from this process runs from 95 to 97 per cent total fatty acid instead of 50 to 60 per cent. For shipping it saves freight, and unless buyers absolutely insist on acidulated stock this is the only advantage, freight saving.

The writer has personally tried to change the custom in respect to acidulating fatty acid. As you readily see, this is an expense; it is a mean, dirty process, develops considerable odors, and where the soap stock can be used straight from the refinery with its alkali content, an appreciable saving is made in the alkali for further saponification. As you readily see, all alkali added to the refinery is neutralized and lost by acidulating, also there is naturally a slight excess of free mineral acid to overcome and neutralize, and taken all in all it seems "the game is not worth the ammunition."

We note the inquirer has various types of soap stock and it might be well to suggest to them, if they are not already following the plan, that they keep separate the different types, as they usually are of different market value, soya being the lowest priced.

TAXES ON FEEDING CHARGES.

A bulletin has been issued by the Institute of American Meat Packers concerning the matter of liability for war taxes on feeding charges. It was discovered that some concerns had paid war tax on feeding charges upon which the tax was not properly assessable and a number of claims have already been presented for the recovery of such payments.

It is suggested that packers investigate their freight and feed bills and if they find that they have been paying the tax upon feed charges where no tax should have been assessed, that claims be prepared and presented without further delay.

PROPOSALS.

PROPOSALS FOR INDIAN SUPPLIES: Department of the Interior, Office of Indian Affairs, Washington, D. C., March 25, 1921. SEALED PROPOSALS, plainly marked on the outside of the sealed envelope: "Proposals for Groceries" (or other class of supplies as the case may be), and addressed to the "Commissioner of Indian Affairs, 3940 South Ashland Ave., Chicago, Ill.," will be received until 10 o'clock a. m., on each of the following dates and on the class of supplies specified, and then opened: Clothing and Piece Goods, May 3, 1921; Dry Goods, May 10, 1921; Underwear, Hosiery, Gloves, Suspenders, Hats and Caps, May 3, 1921; Notions, May 7, 1921; Groceries, May 7, 1921; Agricultural Implements, Wagons, etc., May 12, 1921; School Books, etc., May 5, 1921; Chinaware, etc., May 5, 1921; Automobile supplies, May 3, 1921. Schedules covering all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., or the U. S. Indian Warehouses at Chicago, St. Louis and San Francisco. The Department reserves the right to reject any or all bids or any part of any bid, and to post tentative awards promptly, subject to correction.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

New Lows—Liquidation Continues—Demand Slow—Stocks Increase—Exports Continue Good.

The past week has shown a decline in hog products to new low levels, with lard getting down to nearly 10c a pound, ribs just below 10c and pork around \$17.00. This decline was accompanied by persistent, although not heavy liquidation. There was selling pressure from commission houses and against holdings of spot stuff which could not be absorbed by the market excepting at steadily declining prices. The lower prices did not seem to have very much effect on the distribution. This appeared to be going forwards steadily, but the general readjustment in progress at present seems to be outweighing any other factor in the market.

The shipments of products from Chicago have been indicative of the distribution from the packing points and show a movement of cut meats nearly as large as last year and an increase in the shipment of lard, although there is a decrease in shipments of fresh meat. The movement in and out of Chicago for the season shows, however, a heavy reduction in the shipments of cut meats, the decrease since November 1 having been 160,000,000 lbs., compared with a decrease in receipts of only 27,000,000 lbs. The shipments of lard decreased 60,000,000 lbs. as compared with the decrease in the receipts of 13,000,000 lbs.

The exports for the past week were again very good and shipments of lard from the Atlantic ports amounted to 18,200,000 lbs., including 8,000,000 lbs. to Germany, Belgium and Holland and about 2,000,000 lbs. to other Continental points. The exports of meats amounted to about 20,000,000 lbs. A year ago the shipments of meats were only about 9,500,000 lbs. and the shipments of lard 8,500,000 lbs. The continued larger export movement is absorbing a good deal of pressure on the market which is preventing a lot of liquidation in some positions.

The monthly report of stocks of products at the six leading points showed a moderate increase as expected in both lard and meats, but the increase was not as much as anticipated and the totals were less than last year. The gain in the stocks of lard was about 8,000,000 lbs., with the total of about 73,000,000 lbs. all told, against 88,000,000 lbs. last year. The total stock of meats gained only 4,000,000 lbs. for the month with the total 31,000,000 lbs. less than a year ago. The comparative figures follow:

	April 1, 1921.	March 1, 1921.	April 4, 1920.
Mess pork, bbls....	4,752	4,369	9,549
Other pork, bbls....	79,297	75,404	76,640
P. S. lard, lbs....	60,432,906	52,476,432	70,228,397
Other lard, lbs....	11,932,182	11,235,028	17,504,410
S. P. hams, lbs....	68,351,974	69,060,006	68,434,869
S. P. sk'd hams, lbs.	33,770,797	35,296,511	25,751,013
S. P. picnic, lbs....	25,641,487	26,885,589	20,200,243
S. P. bellies, lbs....	25,879,410	27,141,997	14,631,179
S. P. shoulders, lbs.	341,031	639,690	428,163
D. S. shoulders, lbs.	6,636,202	4,133,044	6,846,843
Short rib sides, lbs.	12,424,880	10,178,530	12,949,012
Ex. sh. rib sides, lbs.	699,245	771,700	1,390,911
Sh. clear sides, lbs.	12,062,358	11,717,448	10,380,572
Ex. sh. cl. sides, lbs.	8,355,567	5,239,381	9,143,102
D. S. bellies, lbs....	61,592,179	55,021,649	70,439,942
Short F. backs, lbs.	26,720,838	25,623,079	23,981,726
Other meats, lbs....	47,626,834	51,707,595	84,901,781
Total meats, lbs....	318,102,802	314,336,819	349,439,997

The price of hogs is being maintained in the most surprising way. The average

for the past week was \$9.30 at Chicago and the prices so far this week have not shown any radical change. This price has been maintained in face of the decline in products and the movement of hogs from the country. The receipts the past week were 358,000 at the six leading points, against 407,000 last year. The packing of hogs at all points for the week were reported at 438,000, against 479,000 last year and the packing from February 28 to April 2 was 2,447,000, against 2,876,000 a year ago. The reports indicating a decrease in the kill would seem to show that the increase in the inspected slaughters during January and February as reflected in the Bureau of Markets report was being lost, or else the reports were not complete enough to show the total hog movement.

The relation of the price of products to the price of hogs has been making an increasingly difficult situation for packing houses. The houses, it is claimed, which have been doing a quick turnover business and getting rid of products in one shape or another as fast as made regardless of price, have been breaking even or making money. On the other hand, with the market for products steadily declining, hogs maintaining quite a steady price and the stock of products steadily increasing, the houses which have done a regular business have had hard work. There has been little opportunity to hedge these products in the future markets and the load of nearly a billion pounds has pressed for sale with storage charges and interest and other expenses accumulating on the stocks on hand.

PORK—There has been little or no change in the hog product situation the past week. Demand for pork, both domestic and export, was limited, and prices have been somewhat easier. The persistent weakness in grains has told on prices. At New York mess was quoted at \$28@29, family \$38@40, short clears \$27@29. At Chicago mess pork was quotable at \$20.50.

LARD—Lack of improvement in demand and increasing stocks were the features in cash lard. The British strike situation tended to further restrict foreign demand, and domestic trade was also slow, both in pure and lard substitutes. Greases are weak. At New York prime Western was quoted at \$11.10@11.20, Middle Western \$10.95@11.05, New York City \$10.25@10.50, refined to the continent \$13.75; South American \$14; Brazil kegs \$15, and compound lard 8½@9c per lb. in carlots, according to brand. At Chicago there were reports of some inquiries, but nothing actually put through. Regular lard was quoted at 25c under the May price, loose lard \$1 under, and leaf lard 9½c.

BEEF—The market was dull but rather steady, with a moderate persistent demand. New York mess was quoted at \$16@18, packet \$19@21, family \$22@24, and extra India mess \$31@33.

SEE PAGE 33 FOR LATER MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from the Atlantic ports, by countries of destination, for the week ending Saturday, April 2, 1921, are reported to The National Provisioner as follows:

	Pork, bbls.	Lard, lbs.	Meats, lbs.
Liverpool	2,960,000	8,424,000	8,424,000
London	1,708,000	2,214,000	2,214,000
Glasgow	319,000	643,000	643,000
Bristol	1,248,000	506,000	506,000
Other English ports.....	1,844,000	2,904,000	2,904,000
Antwerp	2,886,000	1,166,000	1,166,000
Germany	4,427,000	285,000	285,000
Holland	684,000	1,173,000	1,173,000
France	60,000	.....	.....
Other Continental ports..	200	1,979,000	1,428,000
Elsewhere	110	111,000	125,000
Total	310	18,236,000	18,938,000

MEAT SUPPLIES IN MARCH.

Receipts of livestock at nine leading markets during the month of March, 1921, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	228,681	85,970	608,011	429,637
Kansas City	149,056	21,177	191,093	152,106
Omaha	124,192	5,737	280,186	214,816
St. Louis	49,130	14,367	266,649	23,423
St. Joseph	42,506	5,558	114,929	94,180
Sioux City	63,882	2,346	189,323	15,584
St. Paul	49,165	40,325	208,393	44,228
Denver	23,032	2,508	35,318	138,720
Wichita	23,575	2,129	34,007	2,063
Tot., Mar., 1921.	753,219	180,117	1,907,879	1,114,759
Tot., Mar., 1920.	796,280	176,394	2,348,321	848,042

Receipts for the three months ending March 31, 1921, according to official reports, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	709,594	201,277	2,417,344	1,180,762
Kansas City	408,763	54,281	683,678	485,264
Omaha	349,577	14,843	896,013	587,570
St. Louis	167,077	37,715	992,996	105,850
St. Joseph	130,982	15,541	467,640	268,086
Sioux City	168,213	5,684	561,134	59,390
St. Paul	118,638	101,476	708,248	134,933
Denver	78,396	7,112	110,882	298,280
Wichita	49,121	5,088	87,392	5,383
Tot., 3 mo., 1921.	2,180,141	442,817	6,905,258	3,066,528
Tot., 3 mo., 1920.	2,575,585	463,100	7,343,284	2,716,767

Slaughters at nine leading markets for March, 1921, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	133,034	82,033	418,531	304,506
Kansas City	74,212	18,014	133,829	130,016
Omaha	75,624	2,185	197,918	158,173
St. Louis	22,415	7,499	92,230	15,336
St. Joseph	26,199	5,293	91,415	68,403
Sioux City	26,872	2,176	93,000	14,946
St. Paul	17,927	34,303	161,064	14,134
Denver	10,275	1,619	34,271	20,247
Wichita	4,573	1,985	31,573	182
Tot., Mar., 1921.	394,131	154,815	1,254,431	725,943
Tot., Mar., 1920.	460,563	160,898	1,559,289	566,019

Slaughters at eight leading markets for the first three months of this year, with comparisons, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	416,918	181,655	1,785,776	841,569
Kansas City	211,066	47,480	401,539	379,699
Omaha	222,791	6,663	671,139	434,576
St. Louis	83,427	21,025	432,040	76,704
St. Joseph	78,128	14,556	376,304	210,646
Sioux City	79,619	5,197	343,194	52,392
St. Paul	62,293	92,471	558,574	49,381
Denver	29,443	4,266	101,525	54,282
Tot., 3 mo., 1921.	1,193,685	373,213	4,760,691	2,009,251
Tot., 3 mo., 1920.	1,461,439	412,949	5,097,597	1,771,633

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

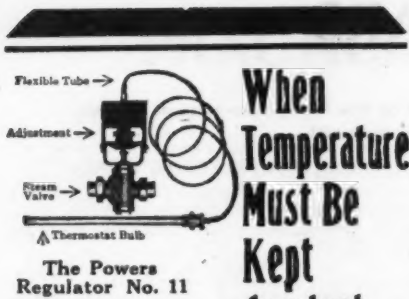
Chicago, April 6.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs., avg., 20½c; 10@12 lbs., avg., 20c; 12@14 lbs., avg., 19¾c; 14@16 lbs., avg., 19½c; 16@18 lbs., avg., 19¼c; 18@20 lbs., avg., 19¼c. Sweet pickled, 8@10 lbs., avg., 20½c; 10@12 lbs., avg., 20c; 12@14 lbs., avg., 19¾c; 14@16 lbs., avg., 19¼c; 16@18 lbs., avg., 19¼c; 18@20 lbs., avg., 19¼c.

Skinny Hams—Green, 14@16 lbs., avg., 21½c; 16@18 lbs., avg., 21¼c; 18@20 lbs., avg., 21c; 20@22 lbs., avg., 20½c; 22@24 lbs., avg., 20c. Sweet pickled, 14@16 lbs., avg., 22c; 16@18 lbs., avg., 21½c; 18@20 lbs., avg., 21¼c; 20@22 lbs., avg., 20½c; 22@24 lbs., avg., 20c.

Picnic Hams—Green, 4@6 lbs., avg., 10¾c; 6@8 lbs., avg., 9¾c; 8@10 lbs., avg., 9¼c; 10@12 lbs., avg., 8¾c. Sweet pickled, 4@6 lbs., avg., 11½c; 6@8 lbs., avg., 10½c; 8@10 lbs., avg., 9½c; 10@12 lbs., avg., 8¾c.

Clear Bellies—Green, 6@8 lbs., avg., 25c; 8@10 lbs., avg., 21c; 10@12 lbs., avg., 16c; 12@14 lbs., avg., 14c; 14@16 lbs., avg., 13¼c. Sweet pickled, 6@8 lbs., avg., 20c; 8@10 lbs., avg., 18c; 10@12 lbs., avg., 16c; 12@14 lbs., avg., 14c; 14@16 lbs., avg., 13½c.



The Powers Regulator No. 11

Entirely automatic. Reliable. Accurate. Can be set for the desired temperature, and varied at will within a range of 40 degrees. Easily applied. Put thermostat bulb in liquid to be controlled and valve in steam supply.

When Temperature Must Be Kept Constant

In hog scalding, hand regulation frequently results in over-scalding or under-scalding, and consequent mutilation of skins. The most constant watchfulness on the part of employees can not prevent such troubles when the temperature is controlled by hand.

Powers Regulator No. 11

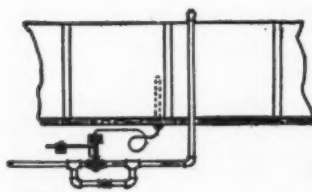
Powers Automatic Regulators maintain the temperature without variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire attention to productive work.

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Toronto, Ont., Canada



Typical installation of the No. 11 Regulator in a Hog Scalding Tank. Arrangement may be modified for other conditions.

1441-A)

PACKERS' BY-PRODUCTS MARKET.

(Special Report to The National Provisioner from Guy Fridley with John W. Hall.)

Chicago, April 7.—Demand for blood this week was at the lowest ebb of the year thus far. Digester manufacturers were hugging close to shore and fertilizer buyers failed to come into the market. Sales were up to \$3.40 Monday and \$3.25 late this week for high grade ground. The near future outlook is not reassuring.

High grade ground\$3.10@3.25
Crushed and unground2.75@2.85

Digester Tankage Materials.

Volume of trade this week was greatly reduced. Some of the buyers were offering re-sale lots and the few buyers that were in the market were bidding prices that sellers would not accept. One car of fancy ground digester material testing around 11.75% ammonia sold at \$38.50 per ton basis Chicago freight, packed in buyer's bags. A few lots of extra desirable crushed tankage, testing around 7½ to 9% ammonia sold at \$2.25@2.40 per unit. Another lot of ground 7½% ammonia brought \$2.10 f. o. b. Omaha. A round lot, testing about 12% ammonia, sold at \$2.85 f. o. b. Kansas City, packed in buyer's bags. The foregoing prices were considered at least 25c per unit lower than last week.

Digester material, 11-12% ammonia\$2.50@2.75
Digester material, 7-10% ammonia2.25@2.40
Ground concentrated2.50@2.75

Fertilizer Tankage Materials.

No sales of fertilizer tankage were reported at Chicago or the river points. A few transactions were made at \$2.25@2.50 Baltimore and Philadelphia. However, sales above \$2.25 were mighty few. Liquid stick lost 25c per unit and practically all of the buyers have withdrawn from the market for the time being. Several lots of high grade dry waste hair are dragging on the market without buyers. One lot of Chicago garbage tankage sold at \$6.25 per ton.

High grade ground, 10-11% ammonia\$2.40@2.50
Lower grade ground, 6-9% ammonia2.20@2.30
High grade unground2.25@2.35
Medium grade unground1.90@2.10
Low grade and country render's unground1.25@1.75
Hoof meal2.25@2.40
Liquid stick, 8-12% ammonia1.50@1.75
Hair tankage, dry and unground1.25@1.50
Garbage tankage, ground1.25@1.50

Cracklings.

Volume of trade was again restricted this week and the undertone to the market decidedly weak. The same condition was reported at New York. Most buying at this time is for holding purposes and therefore market concessions are demanded. One lot of extra desirable 55% protein hard pressed beef cracklings sold at \$56 basis Detroit, and very low grade stock of a dark, boney kind brought \$35. Pure pork cracklings, testing minimum 75% protein, sold at \$1.05 per unit. This particular lot was in a class by itself and is really no criterion of the market. A round lot of ground meat scraps sold at \$45 per ton basis New York.

Fork, according to grease and quality ..\$50.00@55.00
Beef, according to grease and quality ..35.00@45.00

Bone Meals.

One lot of 3% and 50% ground steamed bone sold at \$25 f. o. b. Kansas City,

packed in seller's bags. The Chicago market was decidedly weaker, although producers are not pressing any stocks on the market. This is also true of raw bone meal. Buyers do not show any interest in unground materials.

Raw bone meal\$28.00@28.00
Steamed, ground22.00@24.00
Steamed, unground16.00@18.00
Bone tankage, unground10.00@12.00
Grinding hoofs, pig toes, waste horns...20.00@22.00

Glue and Gelatine Stocks.

One outside buyer came into the market and paid \$28@29 per ton for green salted sinews and pizzels. All other buyers had their price views pegged at \$25. There was a fair volume of business in jaw, skull and knuckle bones at \$27.50, a new low price for the year thus far. Gelatine bones sold mostly around \$45. Edible pig skin strips again brought \$60.

Calf stock\$70.00@110.00
Edible pig skin strips55.00@60.00
Rejected manufacturing bones42.00@47.50
Horn piths30.00@32.50
Cattle jaws, skulls and knuckles25.00@27.50
Sinews, pizzels and hide trimmings25.00@29.00
Hog, calf and sheep bones20.00@22.00
Sheep trimmings12.00@15.00

Horns, Hoofs and Mfg. Bones.

A buyer came into the market this week and purchased horns and manufacturing bones on the price basis as indicated below. Trading in hoofs was nominal.

No. 1 horns\$175.00@200.00
No. 2 horns125.00@150.00
No. 3 horns50.00@75.00
White hoofs35.00@40.00
Striped hoofs25.00@30.00
Black hoofs20.00@25.00
Round shin bones, heavies55.00@57.50
Round shin bones, lights42.00@47.50
Flat shin bones, heavies50.00@52.50
Flat shin bones, lights42.00@47.50
Thigh bones, heavies55.00@60.00
Thigh bones, lights42.00@47.50

Hair.

Several carloads of coil dried hog hair put up in bales sold at 1½c per pound basis Chicago freight this week, although this particular buyer lowered his bids on other lots ¼c late this week. Processed winter hog hair went at a new low price for the year thus far, 4¼c delivered Chicago.

Pig Skin Strips.

There was a fair volume of business in prime No. 1 pig skin strips at 3¼c per pound basis Chicago freight. However, demand is greatly restricted.

STOCKS OF PROVISIONS.

Stocks of provisions at four leading centers at the end of March are officially reported as follows:

	PORK, BBLs.		
	March 31, 1921.	Feb. 28, 1921.	March 31, 1920.
Chicago	38,462	30,589	51,398
Kansas City	3,375	3,111	3,150
Omaha	4,173	4,079	4,480
St. Joseph	30,519	26,325	14,882
Tot. pork, bbls.	76,529	73,104	73,910
	LARD, LBS.		
	March 31, 1921.	Feb. 28, 1921.	March 31, 1920.
Chicago	54,557,973	45,835,972	66,152,975
Kansas City	4,121,130	4,335,738	3,573,115
Omaha	4,898,290	3,765,335	3,976,789
St. Joseph	2,625,554	3,194,367	2,298,366
Tot. lard, lbs.	66,202,956	57,131,412	76,001,245
	CUT MEATS, LBS.		
	March 31, 1921.	Feb. 28, 1921.	March 31, 1920.
Chicago	125,830,189	130,543,123	144,900,507
Kansas City	58,365,700	56,499,800	53,287,000
Omaha	43,682,828	38,375,254	42,706,000
St. Joseph	19,244,822	21,000,336	26,210,635
Tot. meats, lbs.	347,123,539	347,084,513	267,104,742

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been dull and nominal, with business at a standstill and quotations showing little or no change. The undertone was weak, owing to the heaviness in stearine and in cotton oil, both of which were at new low levels for the season, and owing to the lack of interest on the part of consumers. Generally speaking, trade authorities look for the next sales to be below five cents for city special loose. The fact that tallow is at the lowest levels for a number of years and below pre-war prices does not make for any betterment in sentiment, as the soap trade continues on a hand-to-mouth basis, and it is hard to see where any improvement in the foreign demand for oils or greases will come from in the near future, with the demoralized conditions that were further emphasized the past week by the markets abroad. At New York prime city tallow was quoted at 4c nominal, special loose 5c asked, and edible 6½c nominal. At Chicago packers' No. 1 was quoted at 4½@4¾c and edible 5½@6c.

OLEO STEARINE—The market the past week was somewhat weaker, prices declining a half cent a pound. Sales of two cars were reported at 6¾c, and a sale of a car at 6½c. Like tallow, stearine is below the pre-war price level, and at values not witnessed in a great number of years, but under the present economic conditions prices count for little. The trade is not inclined to stock up, as buyers are constantly in fear of lower levels, and as a result the undertone was weak, even at the newly established levels. At New York oleo was quoted at 6½c, and at Chicago 6½@6¾c.

OLEO OIL—The market was inactive and barely steady. While prices were about unchanged at New York from a week ago, at Chicago the market was ¼c lower. The trend of oleo-stearine and other greases has checked any important demand. At New York extra was quoted at 11¼@12c, while at Chicago extra was quoted at 11¼@12c.

SEE PAGE 33 FOR LATER MARKETS

LARD OIL—The market was quiet and somewhat weaker, with edible down ten cents a gallon from a week ago. Trade is not important, and prices are following the lead of the more important oils and greases. At New York edible was quoted at \$1.25@1.30, winter strained 85@90c, No. 1 68@70c, and No. 2 65c per gallon.

NEATSFOOT OIL—The market was inactive and quotations were unchanged from the levels of a week ago. At New York pure refined was quoted at 77@80c per gallon. Extra No. 1 was 73c, No. 1 at 68c, prime 64c.

GREASES—The market was moderately active, and while white grease was about ¼c lower, both at New York and Chicago, the other grades showed but little change. Domestic consuming trade was slow, but the west reported sales of several hundred tierces of brown grease for export at 3¾c. There has been no important improvement in the demand for soaps, according to reports, and the situation continues one where buyers have the most advantage. While prices are low, the trade clings to the idea of still lower levels. At New York yellow and choice house were quoted at 3½@3¾c, brown 3@3½c, and white 4¾@6¼c according to quality. At Chicago brown is quoted at 3@3½c, house 3¼@3¾c, yellow 3¾@4c, choice white 5¼@5½c.

OCEAN FREIGHT INCREASED.

Shipping rate increases have been authorized by various trans-Atlantic lines which will apply to goods shipped to French Atlantic ports and ports in Belgium, Holland and Germany.

The schedule announced raised rates on agricultural implements from \$2 to \$8 a ton; provisions 20 cents per hundred pounds to 50 cents; general cargo, \$4 per ton to \$16; oil, 75 cents per barrel to \$2.75. Rates to Hamburg, Bremen and other German ports were increased 10 per cent over the other ports.

MEAT EXPORTS BY COUNTRIES.

Exports of canned meat products during the month of February, 1921, by countries of destination, are shown as follows in a report to The National Provisioner:

	Beef.	Pork.	Sausage.
	Lbs.	Lbs.	Lbs.
Belgium	25	36,500	
Denmark			
France	611,470	38	
Germany	832	50	
Gibraltar	25,000		
Italy		100	
Netherlands			
Poland and Danzig	98		
Portugal	18		
Sweden			
Turkey in Europe	881,975	77,400	3,200
England			
Scotland	4,722	2,122	
Bermuda	503	965	
British Honduras	90	46,236	946
Canada			
Costa Rica	20	480	
Guatemala	849	1,818	
Honduras	992	692	
Nicaragua	1,614	1,678	
Panama	48	374	
Salvador	74,974	1,450	24,764
Mexico	2,000		
Newfoundland and Lab.			
Barbados			
Jamaica	745	584	
Trinidad and Tobago	13,076	36	1,953
Other British West Indies	5,392	72	262,774
Cuba	1,904		2,104
Virgin Islands of U. S.	1,194		2,339
Dutch West Indies	180		150
French West Indies	366		1,753
Haiti	4,705		29,164
Dominican Republic			
Argentina	344		
Chile	1,334		569
Colombia	144		46
Ecuador	949		1,286
British Guiana	2,900		170
Dutch Guiana	5,180		590
French Guiana	1,764		
Peru	1,100		1,284
Venezuela	1,368		1,895
China			
Chosen			
British India	28		290

Straits Settlements	8,162	5,490
Dutch East Indies	70,375	9,063
Hongkong	270	188
Japan	857	1,011
Australia		414
Other British Oceania		144
French Oceania	480	99
Philippine Islands	5,730	1,380
Belgian Congo		
British West Africa	90	968
British South Africa	46	
Canary Islands		105
Kamerun, etc.	1,050	1,235
Portuguese Africa		
Total	1,733,678	125,796
		380,353

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending April 2, 1921, with comparisons:

	Week ended April 2, 1921.	Week ended April 2, 1920.	From Nov. 1, 1920, to April 2, 1921.
	PORK, BBLS.		
United Kingdom	50	175	1,280
Continent	200		13,961
So. and Cent. Amer.		385	2,615
West Indies		1,084	11,014
B. N. A. Colonies		40	644
Other countries		128	431
Total	250	2,410	29,895
	BACON AND HAMS, LBS.		
United Kingdom	16,142,000	11,683,200	161,977,000
Continent	4,011,500	1,059,200	76,749,280
So. and Cent. Amer.		152,677	452,489
West Indies		1,840,800	6,390,963
B. N. A. Colonies		10,000	116,816
Other countries		49,623	350,866
Total	20,153,500	14,795,500	246,237,394
	LARD, LBS.		
United Kingdom	15,798,820	11,241,800	139,252,320
Continent	9,997,344	1,362,180	223,417,619
So. and Cent. Amer.		175,085	838,814
West Indies		733,077	3,557,408
B. N. A. Colonies		1,500	35,165
Other countries		10,811	120,076
Total	25,796,164	13,524,453	367,221,402

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork.	Bacon and	Lard.
	lbs.	lbs.	lbs.
From—			
New York	250	13,039,500	21,243,164
Portland, Me.		150,000	60,000
Boston		3,196,000	1,890,000
Philadelphia			30,000
Baltimore			239,000
New Orleans			156,000
St. John, N. B.		3,777,000	1,778,000
Total, week	250	20,153,500	25,796,164
Previous week	375	11,720,000	15,818,872
Two weeks ago	3,224	10,517,830	21,239,648
Cor. week, 1920	2,410	14,795,500	13,524,453
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to April 2, 1921:			
Pork	5,979,000	3,643,600	2,335,400
Bacon and hams	246,237,394	582,262,875	336,025,081
Lard	367,221,402	285,153,785	82,067,617

*Decrease.

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The Blue Book of American Meat Packing and Allied Industries

now in course of preparation by THE NATIONAL PROVISIONER will fill a need, both inside and outside the industries, never before supplied. It will include:

I—A Trade Directory, to contain not only the names and addresses of every packer, slaughterer, wholesale meat dealer, sausage manufacturer, vegetable oil refiner and manufacturer of edible oil products, packinghouse broker, livestock commission firm, etc., but also to include complete directory information of officers, capitalization, capacity, character of operations, etc.

II—A Statistical Section, covering livestock population, movement, consumption, manufacturing operations, exports, etc., embracing both meats and by-products, together with allied products, such as vegetable oils. A novel feature of this section is that it will be largely in chart form, so as to offer a series of graphic pictures for ready reference and comprehension.

III—Packinghouse Practice. A condensed and authoritative outline of packinghouse operations, giving actual tests, facts and figures in brief form, and intended as a general guide to the best practice in packinghouse and by-product operations. This section is to be illustrated with pictures, charts and diagrams which will be an aid to quick reference and clear understanding.

The work is being done with the aid of the best experts and statisticians, and the book will be ready for issuance within a comparatively short time. Watch for further announcements.

THE NATIONAL PROVISIONER

Official Organ Institute of American Meat Packers

Old Colony Bldg. 116 Nassau St.
CHICAGO NEW YORK

Interest in Crushers' Convention Grows

As the time approaches for the silver anniversary convention of the Interstate Cottonseed Crushers' Association the various elements connected with the industry realize the importance of this gathering and the issues to be there decided.

The convention is to be held at the Congress Hotel, Chicago, on May 18, 19 and 20. Referring to the reasons for attending, Secretary Robert Gibson says in his latest bulletin:

Dallas, Texas, March 19, 1921.

To the Craft:—

There are many reasons why every one of the oil mill fraternity must make the necessary effort—yes, sacrifice, if necessary to be extreme—to be present at the Chicago meeting. This has been a year of many hardships. It will do you good to talk things over face to face with your brethren, who have suffered even as you and I. But the year ahead has almost limitless possibilities for good or bad for us; and it is nothing less than our duty to ourselves and to our industry to see to it that good fellows get together and plan for the future.

Congress will be in session. The lawmakers will want to know how you feel about many things—such as a tariff on vegetable oils and on oil-producing raw materials; co-operative organizations or corporations under the enabling acts to make it possible to put our export trade where it ought to be; the shipping board and the shipping industry, and along with this the shipping rates, which are far too high on your products in comparison with other commodities similarly handled; railroad legislation and the matters of railroad rates on your commodities, as compared with competing products and things similarly handled; co-operative marketing, including a proper system of securing and disseminating information about crops, the demand for them, the acreage of them, their condition from time to time, the fair market price for the commodities produced, the quantities on hand at given times and in given places; the minimizing of the hazard on production and of the gamble in distribution.

Our association, now in the bloom of its virile youth, is entering upon a period in which it must be vastly more helpful to the industry than it has been, and no loyal crusher will admit that it has failed to be immensely helpful to this time. Forward-looking plans will be presented to you, simplified rules for the conduct of trade will be laid before you, opportunity for better co-operation with each other and with government and great business organizations will be visualized, and the inspiration from intimate touch with men who do things will make your next year happier.

Plans for the Meeting.

Secretary Gibson also sends to members full information concerning the fare-and-a-half railroad rates, and the hotel rates and accommodations at Chicago. Chicago committees are working hard and are planning a program which will be worth while. In a report to President Lawton under recent date Paul I. Aldrich, chairman, general arrangements committee, says:

Committee chairman held a second meeting at the City Club today and went over all the points of the convention arrangements. If the membership in general is as enthusiastic and energetic as these Chicago members, there will be a big attendance and a worth-while convention. With hotel rates at any figure from \$2.50

up, and a railroad rate of a fare-and-a-half for the round trip, the H. C. of L. cannot be said to be operating against the success of this meeting. Please impress on members that our hotel committee will give personal attention to their location at any rate they select.

Stock Yards Day will give members a change to inspect the greatest plants in the world at first hand, especially the oil departments and other features of special interest to our industry. The Chicago Board of Trade has great possibilities as a cotton oil trading center; here is a chance to get in touch with it; a special committee of the board will welcome our members to the privileges of the floor. Speakers at the convention will include some of the industrial and financial leaders of America; what they say will have direct application to our problems at this moment of crisis.

The ladies will be met with true southern hospitality transplanted to the north. The dance in the Elizabethan Room of the Congress Hotel and the automobile tour of Chicago's matchless park and boulevard system, ending with a luncheon at the famous South Shore Country Club, are only two of the events on this program.

Our committees are ready, both for business and for pleasure. It is up to the members to avail themselves of what is offered.

Big Speakers for Meeting.

Announcement is made that the convention program will include addresses by Thomas E. Wilson, president of the Institute of American Meat Packers; R. W. Chapin, president, American Feed Manufacturers' Association; and David Coker, cotton manufacturer of Hartsville, S. C. It is also expected that Secretary of Agriculture Wallace will address the convention. Program plans will be given more fully later.

To Stimulate Oil Trade.

President Lawton announces that after a conference with Secretary of Commerce Herbert Hoover, and at the latter's suggestion, he has appointed a special commerce relations committee, for co-operation with the department in devising and carrying out plans to assist the oil mill industry in stimulating sales of products at home and abroad. This committee was to hold its first conference with Mr. Hoover Tuesday, April 5. The committee consists of A. G. Kahn, chairman, Little Rock, Ark.; S. J. Cassels, Montgomery, Ala.; R. F. Crow, Houston, Tex.; G. W. Covington, Hazelhurst, Miss.; Fielding Wallace, Augusta, Ga.; Hugh Humphreys, Memphis, Tenn.

The efforts at solution of the serious agricultural and industrial problems by the administration at Washington, in which President Harding and the members of the cabinet are working in close harmony, are now in the state of conference between Secretary Hoover and committees representing the large and important industries. It is likely that the commerce relations committee will have an extremely important report to make at the annual convention in Chicago.

Expert advice and assistance on all problems of packinghouse practice may be secured through the "Practical Points for the Trade" department of The National Provisioner.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

New Season's Lows Reached—Demand Limited—Foreign Markets Weak—Break in All Commodities a Factor—Soap Makers Taking Hold.

Operations in the cottonseed oil market on the New York Produce Exchange the past week, while not extremely large, were fair in volume and the market continued its downward course with but little interruption, the entire list selling into new low levels for the season. At the low point prices showed a loss of forty-eight to fifty-seven points from a week ago, the May delivery on Wednesday getting down to 5¼c, July 6¼c, and September under 6¼c. Selling pressure was rather persistent, with the pressure coming in a general way from practically every source, and with support limited to the setbacks. Although many minor rallies took place, the bulges only served to bring out larger offerings, and the constant dropping of the market into new low ground tended to fill the bear element with over-confidence. Refiners sold freely at times, liquidation and stop-loss selling were apparent, and the professional element pressed the decline, while with the news almost entirely of a depressing character, outside demand was lacking.

The weakness in the lard market was a

very helpful factor to those favoring lower prices, but this was only one of the few features which helped bring about the renewed weakness. The English strike situation was followed by a renewed slump in the English oil markets, prices there breaking to new lows for the season, and checking what little prospect there was here for renewed export demand from that quarter, while the grain markets were extremely weak and at the lowest prices in about seven years for feed grains. Oleo-stearine dropped a half cent a pound to 6¼c, which is not only a new low for the season and below pre-war prices, but is the lowest level at which this commodity has sold in a great number of years. Tallow and cotton oil are both below pre-war levels, but with the economic situation of the world dominating as a price maker, current values count for little.

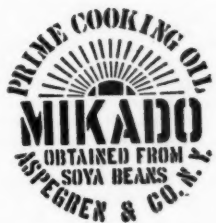
As has often been said, commodities today are in a buyers' market, and the consumers are holding off to every possible degree, anticipating further price depressions and absorbing only current requirements. There is little in the situation which would tend to bring about a disposition on the part of buyers to stock up, and until something does develop, the majority are of the opinion that bulges will be hard to maintain. It is constantly pointed out that this situation is not only prevalent in

foodstuffs, but prevails in all commodities, whether steel, building material or otherwise. In many quarters, a solution of the problem is thought to be a reduction in transportation rates, interest rates and wages. The latter, the bearish element contend, is not a bull argument, as absorptive power is restricted, and many look upon the extraordinary break from the war peak prices as the result of restricted employment, and the lack of war-time household earnings.

Compound lard demand was poor. It is true that compound is moving to some extent, but leading interests state that ordinarily where a car or two would be taken, now orders for ten or fifteen tierces are booked. Compound prices have declined persistently without improving the demand to any extent, and are now down to a level where the less popular brands are available around 8¼c and the leading brands 9c in carlots. Vegetable oils continued extremely dull, and were slightly easier. In the vegetable oil market the inactivity is mainly due to the fact that the trade is awaiting the tariff legislation at Washington, which is expected to come up next week. Supplies of foreign oils here are not large, and it is a question what the effects will be in cotton oil if this tariff on foreign oils is put through. Shrewd interests are divided. The impression is that temporarily it would prove bullish, and possibly create an advance in cotton oil, but even those friendly to the market are of the opinion that ultimately such leg-

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isolation will tend to work against the market.

The May option, under liquidation, went to a discount of a cent and even more per pound under July. Speculative longs switched freely, but there is still a rather large long interest in May for foreign account, which it is expected will come on the market before first delivery day arrives the latter part of this month. Crude oil has been rather dull and featureless. Prices have not shown any important change from a week ago, with the Southeast holding tightly for 4 cents, while Texas has been more inclined to sell at about 3.87½¢. Only small sales were reported during the week from all sections, but the South is of the opinion that crude oil cannot possibly go much lower.

One of the leading refiners, who has been extremely correct recently, but who has been on the wrong side for the last half cent a pound down, was the chief supporter of the market this week. They believe that the decline has been overdone, and that the next thirty days will see an improved consuming demand. An interesting feature was the report that soap-makers had taken about fifteen thousand barrels of cotton oil loose around 5¼¢, or ¼¢ above the level of tallow. While the purchases were not large, the fact that soap-makers are interested in cotton oil at all is a feature which, if the buying continues to any extent, will no doubt bring

about a change in the situation. Some time ago it was said that until the market reached a soap-kettle level where 200,000 bbls. or more would go into soap channels, there would be little good to the market. This prediction proved true, and now that some demand has come from this source, some local interests believe that the turning point is near at hand.

Greases were about unchanged, with yellow and choice house quoted at New York at 3½¢@3¾¢, and although there was no export business here, the West reported several hundred tierces of brown grease sold abroad. Lard stearine was lowered a half cent a pound to the thirteen cent level, while edible lard oil was down 10¢ a gallon, oleo oil unchanged with extra at New York, 11¼¢@12¢, cocoanut oil, Manila, sellers' tanks from the coast, ¼¢ lower at 7¼¢, soya bean oil prompt and future shipment from the coast sellers' tanks 4¼¢, peanut oil, Oriental, sellers' tanks coast, 6¼¢@6½¢, crude corn oil New York 8¢@8¼¢, refined corn oil in bbls. 10¢@10½¢. Bleachable cotton oil was freely offered at 4½¢ in Texas, and loose cottonseed oil New York was quoted at 5¼¢.

COTTONSEED OIL.—Market transactions.

Thursday, March 31, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				590 a	...
Apr.				590 a	640
May	1800	645	625	635 a	641
June				660 a	685
July	1300	695	682	688 a	689
Aug.	200	718	715	710 a	712
Sept.	4800	726	710	721 a	724
Oct.				730 a	750
Nov.				730 a	750
Total sales	8,100.				Prime Crude S. E., 400 sales.

Friday, April 1, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				575 a	...
Apr.				575 a	615
May	1000	618	608	610 a	617
June				640 a	665
July	2900	672	665	668 a	670
Aug.	100	682	682	690 a	695
Sept.	2400	712	698	705 a	709
Oct.	100	730	730	715 a	740
Nov.				710 a	740
Total sales	6,900.				Prime Crude S. E., 400 sales.

Saturday, April 2, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				550 a	...
Apr.				550 a	600
May	2200	602	590	600 a	605
June				625 a	645
July	2200	658	650	656 a	658
Aug.	800	685	680	676 a	690
Sept.	3500	705	695	698 a	699
Oct.				705 a	730
Nov.				710 a	740
Total sales	8,700.				Prime Crude S. E., 400 nominal.

Monday, April 4, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				565 a	...
Apr.				565 a	605
May	1200	595	590	597 a	598
June				615 a	640
July	3400	650	643	650 a	651
Aug.	300	675	675	675 a	685
Sept.	5600	695	688	694 a	695
Oct.				705 a	730
Nov.				705 a	725
Total sales	17,300.				Prime Crude S. E., 400 sales.

Tuesday, April 5, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				550 a	...
Apr.				550 a	595
May	2400	603	590	590 a	592
June				590 a	630
July	7000	658	639	640 a	641
Aug.	300	670	670	665 a	670
Sept.	5500	702	683	682 a	684
Oct.				690 a	715
Nov.				695 a	720
Total sales	15,200.				Prime Crude S. E., 400 sales.

Wednesday, April 6, 1921.

	Sales	Range		Bld.	Closing
		High.	Low.		
Spot				560 a	...
Apr.				560 a	590
May	2900	576	575	585 a	588
June				610 a	640
July	6200	642	624	642 a	...
Aug.	600	665	660	662 a	670
Sept.	5300	680	666	679 a	680
Oct.				685 a	715
Nov.				700 a	730
Total sales	15,600.				Prime Crude S. E., 400 nominal.

Thursday, April 7, 1921.

Market closed 2@5 points lower on active positions, with the tone steady. Sales, 3,300 bbls. Prime crude, 4.00¢ sales; prime summer yellow, spot, 5.50¢; May, 5.80¢; July, 6.37¢; September, 6.77¢; all bid.

SEE PAGE 33 FOR LATER MARKETS.

COCOANUT OIL.—The market the past week was rather dull and a shade easier with the only change of importance a decline of about ¼¢ per lb. in Manila oil from the coast. At New York prices were about unchanged. The feature of the weaker tone abroad, brought about by strike conditions in England, and copra was offered rather freely from London, Ceylon copra selling at 4¼¢ c. i. f. New York. One interest bought 200 tons. In some quarters it was thought that efforts were under way to shake out some weakly held holdings of cocoanut oil here. Demand was small, and the weakness in cotton oil was a factor. Uncertainty over tariff legislation exists, and is making for a holding off policy. At New York Manila sellers' tanks from the coast was quoted at 7¼¢, Ceylon in barrels New York 9½¢@9¾¢, Cochin 9¼¢@10¢, deodorized 10½¢@11½¢.

SOYA BEAN OIL.—Interest in this market was so small that prices continued more or less nominal. Tariff legislation is being followed closely, and, as in other markets, soya-bean was dull. Supplies are not large, according to reports, but buyers are not inclined to take hold. Sellers' tanks, prompt and future shipment from the coast, were quoted at 4¼¢. Crude soya New York was quoted at 7¼¢, deodorized 8¼¢@8¾¢.

PEANUT OIL.—The market continued very quiet, with trade apparently await-

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ing the tariff developments at Washington. Demand was slow, but offerings not large. Oriental in sellers' tanks from the coast was quoted at $6\frac{1}{4}$ @ $6\frac{1}{2}$ c, domestic crude f. o. b. the mill buyers' tanks $5\frac{1}{2}$ @ $5\frac{3}{4}$ c, deodorized 10 @ $10\frac{1}{2}$ c.

CORN OIL.—There was little feature to the market, as the other oils were relatively cheaper. Demand is limited. Crude in barrels at New York was quoted at 8 @ $8\frac{1}{4}$ c, refined in barrels 10 @ $10\frac{1}{2}$ c, refined in cases at $\$1.12$ per gallon.

PALM OIL.—The market was dull and easier, with quotations about a quarter cent lower than a week ago. Palm kernels were easier. Trade was small and without special feature. At New York larges in casks was quoted at 7 c, niger at 6 @ $6\frac{1}{4}$ c, and palm-kernels in barrels 9 @ $9\frac{1}{4}$ c.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 7, 1921.—Prime crude cottonseed oil weak, 3.75 cents per pound bid; 3.80c asked Texas. Meal dull, seven per cent, $\$23.00$; eight per cent, $\$26.00$; loose hulls, $\$6.00$; sacked hulls, $\$9.00$ to all f. o. b. interior points.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 7, 1921.—Prime crude cottonseed oil dull, 4 cents; good seven per cent meal weak, $\$22.50$; hulls dull, $\$6.00$ loose, $\$9.25$ sacked.

COTTONSEED OIL EXPORTS.

Exports of cotton oil from New York and New Orleans during the month of March were unofficially placed at 50,000 bbls.

Exports from New York April 1st to April 6th were 1,510 bbls.

Exports from New Orleans April 1st to April 4th were 5,500 bbls.

SOYA BEAN OIL IN THE U. S.

Figures on the importation of soy-bean oil, particularly from the Orient, indicate the possibility of a future industry in this country, in the opinion of specialists in the United States Department of Agriculture. So far as the census statistics show,

no soy-bean oil was manufactured in this country in 1919 or 1920, although several western oil mills and southern cotton-oil mills crushed both imported and domestic grown beans for oil in earlier years.

At the same time the importation of oil for the year ending June 30, 1920, amounted to 195,773,594 pounds, valued at $\$25,233,590$. The importations of soy-bean oil cake for the same period amounted to 16,273,785 pounds, valued at $\$408,895$. Beans were imported to the amount of 4,022,552 pounds, valued at $\$213,696$. The absence of a soy-bean crushing industry in this country is ascribed by experts to the rapid increase in acreage, which uses practically all the beans for seeding, and to a large per cent of acreage utilized for pasture, silage, and forage.

Oil Men's Meetings

The Silver Anniversary Convention of the Inter State Cotton Seed Crushers' Association will be held at the Congress Hotel, Chicago, Ill., May 18-20, 1921. The convention of the American Oil Chemists' Society will be held at the same place the two days preceding, May 16 and 17. The convention of the United Peanut Associations of the United States, which include in their membership many oil crushers, will be held at the same time and place.

Vegetable oil interests of the world will center their attention on this gathering, in view of the problems to be discussed and the decisions made there. The Chairman of General Arrangements is Paul I. Aldrich, Editor The National Provisioner, Old Colony Building, Chicago, to whom any inquirer may apply who is not already in touch with Robert Gibson, Dallas, Texas, Secretary of the Inter State Association, or the other organization secretaries.

COPRA AND COCOANUT OIL IMPORTS.

Imports in the United States, by countries, during February, 1921, of copra, coconut oil and cocoa butter, etc., are reported as follows:

COCOANUT MEAT, BROKEN OR COPRA.			
	Not shredded, desiccated, or prepared.	Shredded, desiccated, or prepared.	
	Pounds.	Pounds.	
England	202,150	649	
Canada	12,000	.....
Panama	10,291	.....
Jamaica	145,850	.....
Trinidad and Tobago .....	.....	1,226	
British India .....	.....	97,635	
Other British East Indies	3,743,804	.....
French Oceania	1,184,063	.....
Total	5,006,008	301,600	
COCOANUT OIL.			
	Pounds.		
Dutch East Indies	3,086		
French Oceania	291,500		
Philippine Islands	27,072,395		
Total	27,366,981		
COCOA BUTTER OR BUTTERINE.			
	Pounds.		
Germany	154,484		
Trinidad and Tobago	456		
Total	154,940		



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EXPORTS OF VEGETABLE OILS.

Exports of vegetable oils from the port of New York during the month of February, 1921, according to official reports just received, were as follows:

COCOA BUTTER.—Costa Rica, 96 lbs.; Honduras, 10 lbs.; Panama, 68 lbs.; Mexico, 6,980 lbs.; Jamaica, 36 lbs.; Cuba, 300 lbs.; Peru, 204 lbs.; Australia, 13,320 lbs.; New Zealand, 4,480 lbs.; total, 25,494 lbs.

CORN OIL.—Bermuda, 75 lbs.; Costa Rica, 2,625 lbs.; Panama, 31,875 lbs.; Jamaica, 27,120 lbs.; Trinidad, 3,750 lbs.; other British West Indies, 7,600 lbs.; Cuba, 71,550 lbs.; Dutch West Indies, 13,875 lbs.; Haiti, 10,275 lbs.; San Domingo, 120,355 lbs.; Colombia, 1,162 lbs.; British Guiana, 7,940 lbs.; China, 375 lbs.; New Zealand, 1,125 lbs.; British South Africa, 55,775 lbs.; Egypt, 2,250 lbs.; total, 357,727 lbs.

COTTONSEED OIL.—Belgium, 285,849 lbs.; Denmark, 1,649,317 lbs.; France, 1,237,595 lbs.; Germany, 255,700 lbs.; Greece, 46,626 lbs.; Italy, 7,649,574 lbs.; Netherlands, 5,702,291 lbs.; Norway, 1,077,403 lbs.; Sweden, 270,000 lbs.; England, 13,784 lbs.; Scotland, 19,052 lbs.; Bermuda, 195 lbs.; Costa Rica, 13,750 lbs.; Guatemala, 2,250 lbs.; Honduras, 545 lbs.; Nicaragua, 660 lbs.; Panama, 127,964 lbs.; Salvador, 40 lbs.; Mexico, 23,861 lbs.; Newfoundland, 188,500 lbs.; Barbados, 9,500 lbs.; Jamaica, 44,270 lbs.; Trinidad, 2,715 lbs.; other British West Indies, 16,500 lbs.; Cuba, 440,476 lbs.; Danish West Indies, 1,400 lbs.; Dutch West Indies, 2,500 lbs.; French West Indies, 160,805 lbs.; Haiti, 24,737 lbs.; San Domingo, 75,027 lbs.; Argentine, 107,000 lbs.; Colombia, 1,125 lbs.; Ecuador, 40 lbs.; British Guiana, 1,923 lbs.; Dutch Guiana, 5,200 lbs.; French Guiana, 39,950 lbs.; Uruguay, 198,200 lbs.; China, 1,425 lbs.; Australia, 1,800 lbs.; Philippine Islands, 4,000 lbs.; British South Africa, 3,790 lbs.; total, 19,697,338 lbs.

LINSEED OIL.—Costa Rica, 6 gal.; Guatemala, 160 gal.; Honduras, 463 gal.; Nicaragua, 50 gal.; Panama, 72 gal.; Salvador, 65 gal.; Mexico, 10,952 gal.; Jamaica, 106 gal.; Trinidad, 100 gal.; Cuba, 6,535 gal.; Danish West Indies, 225 gal.; Dutch West Indies, 100 gal.; Haiti, 490 gal.; San Domingo, 411 gal.; Argentine, 550 gal.; Brazil, 1,500 gal.; Chile, 1,340 gal.; Colombia, 748 gal.; British Guiana, 550 gal.; French Guiana, 243 gal.; Peru, 300 gal.; Venezuela, 1,320 gal.; China, 1 gal.; Dutch East Indies, 650 gal.; Philippine Islands, 380 gal.; Canary Islands, 250 gal.; total, 27,587 gal.

COCOANUT OIL.—Belgium, 43 lbs.; Greece, 9,375 lbs.; Russian Europe, 10,955 lbs.; Bermuda, 75 lbs.; Canada, 450 lbs.; Mexico, 1,875 lbs.; Newfoundland, 125 lbs.; Cuba, 62,500 lbs.; Danish West Indies, 25 lbs.; Dutch West Indies, 392 lbs.; New Zealand, 640 lbs.; total, 6,455 lbs.

PEANUT OIL.—Bermuda, 50 lbs.; Haiti, 37 lbs.; Dutch Guiana, 30 lbs.; total, 117 lbs.

SOYA BEAN OIL.—Italy, 40,500 lbs.; Barbados, 17,100 lbs.; French West Indies, 4,000 lbs.; total, 61,600 lbs.

OTHER FIXED VEGETABLE OILS.—Total, \$14,523.

IMPORTS OF VEGETABLE OILS.

Imports of vegetable oils at the port of New York during the month of February, 1921, are reported officially as follows:

COCOANUT OIL.—Philippine Islands, 23,504,024 lbs.; total, 23,504,024 lbs.

COTTONSEED OIL.—Turkey in Europe, 218,111 lbs.; Haiti, 52,608 lbs.; total, 270,719 lbs.

PALM OIL.—England, 2,566,872 lbs.; total, 2,566,872 lbs.

OLIVE OIL.—France, 22,615 gal.; Greece, 9,552 gal.; Italy, 22,659 gal.; Spain, 1,806 gal.; Switzerland, 2,940 gal.; Turkey in Asia, 10 gal.; total, 59,582 gal.

PEANUT OIL.—Hong Kong, 5,353 gal.; total, 5,353 gal.

NEW BROKER IN SOUTHEAST.

Organization is announced of the new brokerage firm of R. E. Barinowski, Room 522, Lamar building, Augusta, Ga. It is the intention of this firm to thoroughly cover the Augusta territory and to conduct a strictly brokerage and commission business in cottonseed products and fertilizer materials.

Mr. Barinowski is a young man very well known in his locality and enjoys an excellent personal and business reputation. He has several years' experience in the export cotton product business as well as crude milling. He served in the army during the war as an officer of field artillery and was fifteen months abroad with the American forces in France and Germany, the service flag of the Interstate Cotton Seed Crushers' Association carrying a star for his services. In the announcement of this firm the references given are Mr. Fielding Wallace and Mr. Henry Brown, Augusta, Ga., as well as any bank, oil mill, and cotton firm in Augusta.

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CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, April 5, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 3¼@4c lb.; 60% caustic soda, 3½@3¾c lb.; 98% powdered caustic soda, 4¼@5¼c lb.; 48% carbonate of soda, 2½@2¾c lb.; 58% carbonate of soda, 2@2½c lb.; talc, 1¼@2c lb.; silic, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., 7½@7¾c lb.; yellow olive oil, \$1.50@1.75 gal.; Cochin cocoanut oil, 10½@11c lb.; Ceylon cocoanut oil, 9½@10c lb.; cottonseed oil, 6½@7c lb.; soya bean oil, 7@7½c lb.; corn oil, 8½@9c lb.; peanut oil, in bbls., deodorized, 11@12c lb.; peanut oil, in bbls., crude, 8@9c lb.

Prime city tallow, special, nominal, 5c lb.; dynamite glycerine, nominal, 13@13¼c lb.; saponified glycerine, 88%, nominal, 9@9½c lb.; crude soap glycerine, nominal, 8¼@8½c lb.; chemically pure glycerine, nominal, 18@19c lb.; prime packers' grease, nominal, 3¼@4c lb.

IMPORTS OF MEAT AND PRODUCTS.

Imports of meat and meat products for the month of February, 1921, at the port of New York, according to official reports just received, were as follows:

FRESH BEEF AND VEAL.—Canada, 116,096 lbs.; Argentine, 9,516 lbs.; total, 125,612 lbs.

FRESH LAMB AND MUTTON.—England, 2,696,944 lbs.; Canada, 54,390 lbs.; Argentine, 42,089 lbs.; New Zealand, 1,393,218 lbs.; total, 1,886,641 lbs.

PORK.—Canada, 3,549 lbs.; total, 3,549 lbs.

BACON AND HAMS.—Norway, 12 lbs.; England, 88 lbs.; Canada, 1,561 lbs.; total, 1,661 lbs.

BOLOGNA SAUSAGE.—Hong Kong, 2,766 lbs.; total, 2,766 lbs.

OTHER CANNED MEATS.—France, 140 lbs.; Italy, 20 lbs.; England, 56 lbs.; Canada, 8,340 lbs.; Argentine, 2,130 lbs.; Uruguay, 452 lbs.; Chile, 140 lbs.; Hong Kong, 1,047 lbs.; total, 12,325 lbs.

SAUSAGE CASINGS.—Italy, 600 lbs.; Netherlands, 2,032 lbs.; Turkish Europe, 6,475 lbs.; England, 543 lbs.; Canada, 53,617 lbs.; Argentine, 180,848 lbs.; Uruguay, 4,558 lbs.; Chile, 36,397 lbs.; British India, 2,900 lbs.; Turkish Asia, 9,068 lbs.; Australia, 79,364 lbs.; British South Africa, 6,951 lbs.; Morocco, 450 lbs.; Egypt, 310 lbs.; total, 384,118 lbs.

OTHER MEAT PRODUCTS.—Canada, 23,568 lbs.; Uruguay, 50,000 lbs.; total, 73,568 lbs.

VEGETABLE OIL TRADE OF PERSIA.

Statistics on the imports and exports of vegetable oils and vegetable-oil material by Persia during the fiscal years ending March 20, 1917, 1918 and 1919 are as follows:

Olive oil—Imports: 1917, 18,341 lbs.; 1918, 2,010 lbs.; 1919, 2,567 lbs. Exports: 1917, 6,116 lbs.; 1918, 13,188 lbs.

All other vegetable oils—Imports: 1917, 266,864 lbs.; 1918, 531,455 lbs.; 1919, 644,976 lbs. Exports: 1917, 144,933 lbs.; 1918, 88,097 lbs.; 1919, 83,016 lbs.

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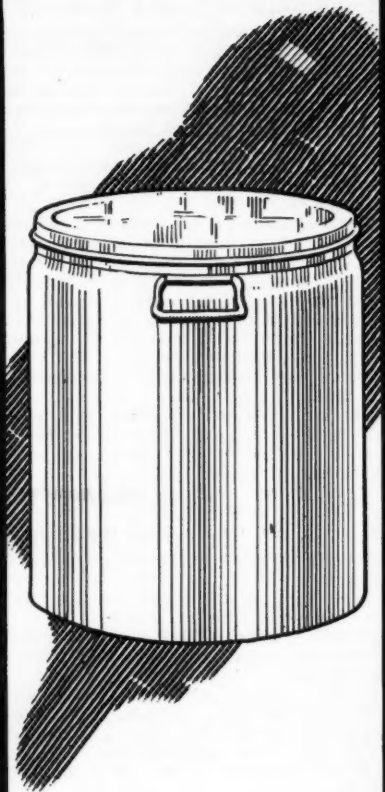
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Metal Package Corporation of N. Y.
Boyle Can Co. Plant

Executive Offices—508 Fifth Ave., New York City
Plants—New York City Baltimore Brooklyn
Chicago Office—City Hall Square Building

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Liquidation in lard continues, and meats are weak with further decline in hogs. The cash trade is poor and stocks continue to accumulate. Prices are at new low levels, and the demand at the decline is not sufficient to hold the market. Some fear is expressed that labor conditions in England will hold up shipments of meats. Claim is made that recent large shipment of meats to the United Kingdom were in anticipation of the strike development. Provisions were very weak Friday and at new low levels.

Cottonseed Oil.

Cottonseed oil trade quiet with small rallies from extreme lows. Demand very conservative and trade largely professional. Further weakness in greases and competing oils with sharp break in lard makes buyers very conservative. Some evidence reported of holding tendency of crude oil in the southeast. The persistent report regarding decrease in cotton acreage and decrease in fertilizer sales exerting but little steadying effect. Compound lard has been reduced to 8 cents and demand is reported slow. Prime summer tallow loose has been offered at 5 cents and butter oil 6½ cents. Tallow is 5 cents asked and stearine 6½ cents. Some copra was reported sold here for London account at 4 cents. Southeast crude is quoted at 4 cents. Cotton oil was dull and firmer Friday.

Closing quotations on cottonseed oil on Friday: May \$5.88@5.90; July, \$6.40@6.42; September, \$6.81@6.83; October, \$6.99@7.25.

Tallow.

Special loose at 5c.

Oleo Stearine.

Quoted at 6½c. Extra oleo oil, 11½@12c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, April 8, 1921.—Spot lard at New York prime western, \$10.70@10.80; Middle West, \$10.60@10.70; city steam, \$10.10@10.25; refined continent, \$13.00; South American, \$13.25; Brazil kegs, \$14.25; compound, \$8.00@8.50.

Marseilles Oils.

Marseilles, April 8, 1921.—Copra Fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

Liverpool Produce Market.

Liverpool, April 8, 1921.—(By cable.)—The British Government has control of the market and no quotations are available. Australian tallow at London 34s to 39s.

Hull Oil Markets.

Hull, England, April 8, 1921.—(By cable.)—Refined cottonseed oil, 31s; crude, 24s, 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to April 8, 1921, show exports from that country were as follows: To England, 36,207 quarters, to the Continent, 19,460; to other ports, none. Exports for the previous week were as follows: To England, 119,023 quarters; to the Continent, none; to other ports, none.

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending April 1, 1921, with comparisons:

Western dressed meats:	This week.	Last week.
Steers, carcasses	1,632	1,897
Cows, carcasses	795	841
Bulls, carcasses	63	74
Veal, carcasses	1,629	2,152
Lamb, carcasses	7,819	7,548
Mutton, carcasses	1,981	1,955
Pork, lb.	411,069	652,929
Local slaughters:		
Cattle	2,250	1,988
Calves	2,604	2,702
Sheep	4,292	7,494
Hogs	17,144	15,817

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, April 2, 1921, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,810	12,300	23,750
Swift & Co.	5,591	11,300	22,591
Morris & Co.	4,009	8,500	11,682
Wilson & Co.	3,420	8,300	8,202
Anglo. Amer. Provision Co.	507	5,200	.....
G. H. Hammond Co.	2,270	5,900	.....
Libby, McNeill & Libby	623	.....	.....
Miller & Hart	3,800 hogs; Independent Packing Co., 2,700 hogs; Boyd, Lunham & Co., 5,800 hogs; Western Packing & Provision Co., 13,700 hogs; Roberts & Oake, 1,100 hogs; Wm. Davies Co., 1,900 hogs; others, 4,800 hogs.	.....	.....

OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,445	5,858	5,152
Swift & Co.	2,557	7,211	9,436
Cudahy Packing Co.	3,002	9,420	9,386
Armour & Co.	2,727	7,845	11,935
Bold Packing Co.	908	4,490	345
Swartz & Co.	.....	946	.....
J. W. Murphy	.....	5,773	.....

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,597	6,892	6,901
Cudahy Packing Co.	3,278	4,989	5,496
Fowler Packing Co.	528	.....	.....
Morris & Co.	4,012	6,489	3,075
Swift & Co.	2,727	7,845	11,935
Wilson & Co.	2,709	5,735	5,248
Butchers	641	1,327	43

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,750	6,054	1,334
Swift & Co.	3,539	4,721	842
Morris & Co.	355	.....	40
St. Louis D. B. Co.	130	.....	154
Independent Packing Co.	250	5,490	.....
American Packing Co.	83	1,161	37
East Side Packing Co.	158	.....	.....
Krey Packing Co.	35	2,681	.....
Heil Packing Co.	398	.....	.....
Sieffert Packing Co.	58	841	20
Butchers	539	21,020	995

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending April 2, 1921:

CATTLE.

	Cattle.	Hogs.	Sheep.
Chicago	22,945	.....	.....
Kansas City	18,935	.....	.....
Omaha	35,068	.....	.....
East St. Louis	4,002	.....	.....
St. Joseph	4,960	.....	.....
St. Louis	5,539	.....	.....
Cudahy	5,669	.....	.....
South St. Paul	7,920	.....	.....
Philadelphia	2,250	.....	.....
Indianapolis	1,377	.....	.....
New York and Jersey City	8,674	.....	.....

HOGS.

	Cattle.	Hogs.	Sheep.
Chicago	162,774	.....	.....
Kansas City	31,199	.....	.....
Omaha	11,980	.....	.....
East St. Louis	25,670	.....	.....
St. Joseph	19,830	.....	.....
St. Louis	19,805	.....	.....
Cudahy	5,669	.....	.....
Cedar Rapids	5,900	.....	.....
Ottumwa	5,400	.....	.....
South St. Paul	26,693	.....	.....
Philadelphia	17,144	.....	.....
Indianapolis	17,163	.....	.....
New York and Jersey City	24,407	.....	.....
Milwaukee	7,500	.....	.....
Cincinnati	13,200	.....	.....

SHEEP.

	Cattle.	Hogs.	Sheep.
Chicago	68,883	.....	.....
Kansas City	28,648	.....	.....
Omaha	34,316	.....	.....
East St. Louis	2,335	.....	.....
St. Joseph	19,335	.....	.....
St. Louis	3,687	.....	.....
Cudahy	292	.....	.....
South St. Paul	2,223	.....	.....
Philadelphia	4,292	.....	.....
Indianapolis	191	.....	.....
New York and Jersey City	32,312	.....	.....

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending March 31, 1921, as follows:

	Sales	Top price good lambs
	Week Same Week ending week, ending Mar. 31, 1920.	Week Same Week ending week, ending Mar. 31, 1920.
Toronto (U. S. Y.)	905 154 994	\$15.00 \$20.00 \$16.00
Montreal (Pt. St. Chs.)	89 82 53	12.50 12.50
Montreal (E. End)	8 91 62	12.50 12.50
Winnipeg	213 198 163	15.75 12.00
Calgary	337 1,007 105	11.00 11.00
Edmonton	52 244 58	10.50 10.50

RECEIPTS AT CENTERS.

SATURDAY, APRIL 2, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	500	3,000	3,000
Kansas City	100	200	1,000
Omaha	100	3,500	.....
St. Louis	100	2,500	700
St. Joseph	.....	1,200	.....
St. Paul	400	2,500	500
St. Paul	100	400	.....
Oklahoma City	.....	200	.....
Fort Worth	500	300	.....
Milwaukee	.....	200	.....
Denver	100	100	500
Louisville	390	1,000	.....
Wichita	.....	200	.....
Indianapolis	100	3,000	.....
Pittsburgh	200	1,000	500
Buffalo	100	2,100	400
Cleveland	300	1,500	600
Nashville	.....	800	.....
New York	485	2,740	1,575
Toronto	300	100	.....

MONDAY, APRIL 4, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	28,000	19,000
Kansas City	12,000	12,000	10,000
Omaha	4,500	7,500	11,000
St. Louis	3,200	11,000	5,000
St. Joseph	1,000	4,000	9,500
St. Paul	2,600	2,800	400
St. Paul	2,500	7,500	1,100
Oklahoma City	1,400	2,500	100
Fort Worth	2,500	3,500	2,000
Milwaukee	100	200	.....
Denver	1,700	1,800	2,400
Louisville	1,200	1,500	100
Wichita	600	1,000	.....
Indianapolis	700	4,000	100
Pittsburgh	1,800	7,300	6,000
Cincinnati	600	2,800	100
Buffalo	2,100	12,800	14,000
Cleveland	200	1,500	1,000
Nashville, Tenn.	1,400	1,700	.....
New York	4,270	6,430	4,835
Toronto	2,200	1,200	300

TUESDAY, APRIL 5, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	900	17,000	16,000
Kansas City	12,000	10,500	6,000
Omaha	6,000	7,000	9,000
St. Louis	4,000	8,500	1,500
St. Joseph	1,500	2,500	3,500
St. Paul	1,800	5,500	500
St. Paul	1,700	7,500	500
Oklahoma City	500	700	.....
Fort Worth	1,000	2,000	.....
Milwaukee	600	2,000	500
Denver	600	2,000	2,100
Louisville	100	800	100
Wichita	500	800	.....
Indianapolis	1,000	5,000	100
Pittsburgh	100	1,000	100
Buffalo	100	1,300	300
Cleveland	200	1,500	1,000
Nashville, Tenn.	100	1,000	.....
Toronto	700	400	.....

WEDNESDAY, APRIL 6, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	16,000	17,000
Kansas City	6,000	9,000	7,000
Omaha	7,000	10,000	9,000
St. Louis	2,800	13,000	1,000
St. Joseph	1,300	5,000	5,000
St. Paul	2,200	7,500	800
St. Paul	2,500	10,000	500
Oklahoma City	700	2,000	.....
Fort Worth	1,200	2,000	1,400
Milwaukee	200	1,800	100
Denver	900	1,200	6,100
Louisville	200	1,500	100
Wichita	500	1,200	.....
Indianapolis	1,100	8,000	100
Pittsburgh	100	2,000	500
Cincinnati	400	3,200	100
Buffalo	100	2,100	800
Cleveland	100	1,500	500
Nashville, Tenn.	100	1,000	.....
Toronto	600	200	.....

THURSDAY, APRIL 7, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	30,000	16,000
Kansas City	3,000	4,500	7,000
Omaha	4,300	8,500	6,000
St. Louis	1,200	8,000	600
St. Joseph	800	5,000	3,000
St. Paul	1,800	6,000	400
St. Paul	1,800	4,300	300
Oklahoma City	600	900	.....
Fort Worth	1,200	3,000	200
Milwaukee	300	1,000	100
Denver	800	1,000	15,400
Indianapolis	800	6,000	200
Pittsburgh	.....	1,500	800
Cincinnati	700	4,300	100
Buffalo	100	2,200	2,300

FRIDAY, APRIL 8, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	22,000	7,000
Kansas City	700	1,600	2,500
Omaha	1,500	8,000	9,000
St. Louis	600	9,500	600
St. Joseph	400	2,700	800
St. Paul	1,000	7,000	500
St. Paul	900	4,500	300
Oklahoma City	500	1,800	.....
Fort Worth	400	1,500	300
Milwaukee	100	400	.....
Denver	300	200	6,400
Indianapolis	600	6,000	100
Pittsburgh	.....	2,500	800
Cincinnati	600	4,400	200
Buffalo	300	8,000	9,000

NEW YORK LIVESTOCK.

Receipts for the week ending Saturday, April 2,

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	4,232	7,930	13,003	9,029
New York	1,033	5,421	4,202	17,776
Central union	3,409	2,609	15,107	802
Total for week	8,674	15,960	32,312	27,407
Previous week	10,310	16,756	36,932	25,000
Two weeks ago	8,984	10,906	39,701	24,136

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES active. About 6,000 March butts sold at 8½c. About 9,000 March Colorados moved at 7½c; other packers refused the bid and ask 9c on butts and 8c on Colorados. About 1,500 January light cows sold at 8c, being a cent appreciation from February-March kill. A large outside packer sold 3,500 January-February light cows at 7c. A local small packer moved 10,000 January-February-March all weight cows at 7c. Another sold 1,800 November-December extreme light cows 8½c and 1,200 45 lbs. up at 7c. Another car local city calf sold at 16c. Bids of 15½c refused for St. Louis city skins and 16c firmly asked. Native steers winter kill, quoted 9@10c; Texas 8½@9c; butts, 8½@9c; Colorados, 7½@8c; branded cows, 6½@7c; heavy cows, 8@8½c; lights, 7½@8c; native bulls, 6@6½c; branded bulls, 5@5½c.

COUNTRY HIDES slow. No business noted in the market recently. A car of all weight fall and early winter country hides sold at 4½c. A line of 7,000 fall and early winter extremes is offered at 7c and bids of 6½c returned on a portion of them. A car of fall butts is offered at 5½c and bids of 5c are returned. Sellers in the outside markets are still anxious to transact further business and offer these slight concessions in the hopes of inducing interest but cannors are returning still lower counter bids and the dealers are withholding their stuff from the market. Local sellers are doing virtually nothing in the way of selling as their ideas are usually well above the trading basis recently established. Such holders contend a reversal of sentiment will cause values to ascend sharply. The outside sellers, however, are booking what business they can cover on profitably. There is no call for current quality grubby hides except at very low rates. A recent sale was put through by a local dealer in a car of half grubby extremes at 6c, which is generally considered as forecasting the 7c grub free market and about a nickel on the grubby stock. All weight hides in the originating sections, in current quality, are quoted at 3½@4c paid delivered Chicago basis. Better lots containing less grubs are quoted up to 6c delivered basis with trades noted, as above, on a 5c Chicago basis. Heavy steers here are quoted nominal at 7½@9c as to descriptions; heavy cows and butts are quoted about 5c for ordinary quality and 6c on grub free. Bids of 5c on grub free butts are noted and offerings as low as 5½c. Some grub free heavy cows are held up to 7c and reports from the East are to the effect that a bid of 6½c was recently rejected. Extremes are quoted at 7¼@8c last paid for grub free goods. Offerings at 7@7½c now are noted and tanners are talking 6½@7c as to sections and descriptions. Grubby extremes are quoted nominal at 4@5c. Branded hides quoted at 3½@4½c nominal flat basis for common Western lots; country packer branded hides quoted at 5@5½c; bulls quoted at 4c asked; country packers at 5c and glue hides 3@3½c.

NORTHWESTERN HIDES quiet. No new developments in the Twin Cities markets. All weight grub free hides are held for 7c delivered and mildly grubby goods at 6c asked. Tanners' views are usually about a cent discount. Offerings are moderately ample in size. Bulls are quoted about 3½@4c nominal for current goods; kipskins quoted at 6@8c; calfskins at 9@11c as to age and descriptions; horse hides \$2.50@3.00 flat.

CALFSKINS steady. A car of local city calfskins sold at the unchanged rate of 16c. A car of Pennsylvania packer skins sold at 16c, with kip included at 12c. Packer skins

in the West are still available at 16c and one packer has eliminated his Southern houses from his offering. Take-off is a trifle earlier. Tanners' needs are limited and the city stock is of lighter average weight. Best outside city skins sold at 15½c for first salted; other sales down to 13c for similar quality. Resalted skins are quoted down to 11c for cities and countries at 9@11c nominal. Deacons are quoted at 75c@1.35 as to descriptions; inside on old resalted countries; kipskins are quiet at 9c last paid for packers; cities last sold at 10c; outside cities quoted at 8@10c and countries at 6@9c as to descriptions.

DRY HIDES quiet. All weight Western butcher and fallen hides flat for trim quoted at 10@12c.

HORSEHIDES quiet. Renderer hides are still available at \$3.50. Country hides are offered as low as \$2.50. Stocks are moderate and most holders decline to press offerings. Colts quoted 50@70c.

SHEEP PELTS steady. Good sized movement of local and river woolskins at \$1.10 intimated, also sales of shearings at 30@50c range. Dry pelts 10@12c nominal; pickled skins \$2.50@4.00; goats 35@75c.

HOGSKINS quiet. Country run 20@40c; rejects half; strips 3@4c.

New York.

PACKER HIDES quiet. Business in city packer hides is at a standstill. Stocks are moderately small. Tanners are slow to become interested. Spread steers are quoted at 12c; native steers of winter kill are quoted at 8@9c with the inside nearer a trading basis. Cows are quoted at 6½@7½c as to weights. Butts quoted at 7c and Colorados at 6c. Bulls are ranged at 5@6c nominal.

SMALL PACKER HIDES—Business in eastern small packer hides is somewhat slow. Operations are reported of good size in western small packer hides in all weights and heavy weights, the latter for light sole and harness outlets. Eastern small packer all weight hides of current winter kill are quoted nominally at 6½@7c with the outside usually considered about a trading basis. Steers are quoted at 7c recently paid; most lots are held higher; bulls and brands 5@6c.

COUNTRY HIDES—Dullness continues to permeate the trade in country hides throughout the eastern sections. New York and New England all weight hides are moving as to descriptions in a range of 3@7c; the inside for small parcels and the outside for best grub free extremes. Boston tanners have been moderately active in grub free extremes at 7¼@8c and in butts of that description at 6c. Their views have undergone a change, however, and they are unwilling to better 7c on best extremes and 5c for butts. Some Indiana all weight fall grub free hides sold as low as 4¼c f. o. b. Some middle west grub free mixed haired extremes are available at 7c and bids of 6½c were returned. Butts of good quality and middle west description are offered at 5½c. South-

ern hides are very quiet and in rather poor request.

CALFSKINS quiet. New York trimmed city calfskins are slow. Last sales were at \$1.50@1.75@2.05. One packer reports refusing bids at these rates and advanced his asking figures a dime. Most tanners are unwilling to pay last prices. Some Pennsylvania city skins recently sold at \$1.25@1.50@1.75. Most dealers in that section talk about a dime higher. Country skins are quoted about \$1.20@1.45@1.70 nominal. Untrimmed calfskins are quoted about 13@15c as to descriptions. Paris city calfskins are offered at 25c for 10 lbs. avg. Provincial skins are offered at 22c, Swedish and Norwegian skins are offered at 23c and best bids do not exceed 22c. New York trimmed kipskins are quoted at \$2.00@2.25 for light end with inside paid on Pa. stock; heavy N. Y. skins \$3.00@3.25 asked.

HORSEHIDES quiet. Renderer horse hides are quiet and quoted nominal at \$3.50 up asked. Country hides are quoted down to \$2.50. French Provincial horse are offered at \$4.00 for best lots. Fronts and butts of domestic varieties quoted dull and waiting.

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a week and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending March 31, 1921:

CATTLE.						
	Sales	Week	Same	Week	Top price good steers	
	Week	ending	Week	ending	Week	Same
	Mar. 31.	1920.	Mar. 24.	Mar. 31.	1920.	Mar. 24.
Toronto (U. S. Y.)	4,090	3,768	5,787	\$11.00	\$13.75	\$11.75
Montreal (Pt. St. Chs.)	316	358	509	11.00	13.75	10.50
Montreal (E. End)	152	433	403	11.00	13.75	10.50
Winnipeg	2,310	1,731	2,295	9.50	12.25	9.00
Calgary	1,995	1,462	918	8.00	13.80	7.75
Edmonton	558	1,100	491	8.00	12.50	8.00

CALVES.						
	Sales	Week	Same	Week	Top price good calves	
	Week	ending	Week	ending	Week	Same
	Mar. 31.	1920.	Mar. 24.	Mar. 31.	1920.	Mar. 24.
Toronto (U. S. Y.)	1,407	2,239	1,696	\$15.00	\$25.00	\$17.50
Montreal (Pt. St. Chs.)	1,503	1,525	1,740	12.50	17.50	10.00
Montreal (E. End)	821	1,405	2,067	12.50	17.50	10.00
Winnipeg	144	82	191	11.50	15.00	11.00
Calgary	153	130	12	9.00	11.00	8.50
Edmonton	27	35	38	10.00	15.00	10.00

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending March 31, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

	Sales	Week	Same	Week	Top price selects	
	Week	ending	Week	ending	Week	Same
	Mar. 31.	1920.	Mar. 24.	Mar. 31.	1920.	Mar. 24.
Toronto (U. S. Y.)	3,996	3,141	5,791	\$15.25	\$19.25	\$15.75
Montreal (Pt. St. Chs.)	1,291	918	1,112	16.00	19.75	16.25
Montreal (E. End)	391	651	889	16.00	19.75	16.25
Winnipeg	1,986	1,678	3,435	14.00	21.00	14.00
Calgary	812	1,042	490	14.50	20.75	14.25
Edmonton	579	1,105	240	14.00	20.50	14.00

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LIVE STOCK MARKETS

CHICAGO.

(Special Letter to The National Provisioner.)
Union Stock Yards, Chicago, April 7.

In spite of comparatively moderate receipts for this season of the year, cattle values worked unevenly lower this week. The continued depressed beef market, both locally and in the East probably was the most bearish factor. Midsummer temperature did not tend to increase meat eating and the relatively low prices of eggs was another deterrent influence. Beef steers today sold mostly 50 to 75c lower than a week ago with demand very lax. Some of the good and choice heavy steers today looked \$1.00 under this time last week, while, on the other hand, some of the common low-priced cattle do not show even 50c loss for the period. Buyers complained that dressed costs failed to show the decline claimed by salesmen, owing largely to fills taken on by cattle in the warm weather. Today's offerings were generally "empty," as far as water fills are concerned, so that the full decline probably will show in dressed costs as well as on the hoof when today's purchases are slaughtered. The week's top was \$10.00, paid Monday for choice 1,419-lb. steers. Choice light yearlings were wanted but nothing along that line appeared until today, when a band of prime, 700-lb. heifers, carrying only two steers, brought \$9.50, top today. Killers did not pay over \$9.00 for choice weighty bullocks today although a Mineral Point, Wis., feeder gave \$9.25 for a load of choice 1,381-lb. steers for short feeding. Most of the steers today sold within a range of \$8.00 to \$8.75, with the general price range the narrowest in years. Few steers good enough to make carcass beef are going to killers under \$7.50 as country buyers take those kinds. Butcher she stock continued to sell relatively high as compared with steers. However, values today were generally 50c lower than last Thursday. Most of the fat cows and heifers this week sold around \$5.25 to \$7.50. Cows selling under \$6.00 and heifers under \$7.00, as well as choice light heifers, showed the least decline. Cannors and cutters were scarce but found very slow outlet and prices around 25 to 50c lower. Packers generally have virtually discontinued canning meats. Bulls were very slow and most sales today were at prices 50c under a week ago. Bologna was almost impossible to move early in the week and later sales were around \$4.25 to \$4.50. Heavy beef bulls likewise were very slow, selling around \$5.00 to \$5.50. The general run of veal calves sold at steady prices although common light kinds went 50c lower today, some going to packers at \$6.50, with "bobs" down to \$4.00. Shippers gave \$9.00 to \$9.50 for choice 150 to 180-lb. vealers.

Chicago hog receipts for the first four days this week at about 90,000 showed a falling off of around 14,000 from like period last week, while the ten market total at about 326,000 likewise showed a falling off amounting to around 37,000 from similar period a week ago and 29,000 less than corresponding period a year ago. A very light run of 26,849 on Monday witnessed a higher market, but even though receipts continued light on Tuesday and Wednesday, there was a bearish undertone, making the trend mostly steady to downward. The big breaks in provision and grain prices during the past week and a half were largely responsible for this bearish feeling, as hogs now look relatively higher than provisions, as well as corn. On receipts of 30,000 today a decline of 15 to 40c was enforced with hogs averaging 240 lbs. and down hit the hardest, thus narrowing the spread and putting the day's average cost of packer and shipper droves down around \$9.00, or almost as low as any time this season, previous low

price being \$8.97, made during second week in December. Today's decline leaves the market mostly 25 to 50c lower than Thursday a week ago, with lights and mediums off most. Bulk of pigs of attractive quality sold at \$9.75 to \$9.85 and registered fully 25c lower than Thursday of last week.

Following last week's downturn in lamb values, local receipts have been held down to 68,000 for the first four days of the (Continued on page 41.)

KANSAS CITY.

(Special Letter to The National Provisioner.)
Kansas City Stock Yards, April 6.

The bulk of the cattle offered today was fat enough for killers, and with weak to lower prices in Chicago the market here eased 10@15c and was 25@40c under Monday's level. Quality was good. Hog prices were steady compared with Tuesday's average, top \$9.35, and bulk of sales \$8.35@9.25. Sheep were in fairly liberal supply at steady to 25c higher prices. Receipts today were 5,500 cattle, 8,500 hogs, and 7,000 sheep, compared with 5,500 cattle, 6,500 hogs, and 4,500 sheep a week ago, and 7,300 cattle, 9,900 hogs, and 2,525 sheep a year ago. Trade in beef cattle opened slowly at steady to weak prices and later 10@15c decline was quoted for weighty grades. Choice handy-weight steers and yearlings and mixed yearlings were fully steady. Demand for small cuts of beef is increasing and killers are taking light weight cattle freely. Cows were steady to 15c lower, and heifers mostly steady. Veal calves were steady to 50c higher at \$6.00@8.50.

Hog prices were steady at Tuesday's decline with trade quiet. Further declines were reported at more eastern markets, and the price level is working down to the low position reached in February. The top price was \$9.35, and bulk of sales \$8.35@9.25. Though slightly lower, pigs and stock hogs were in active demand at \$9.50@10.50. There is a ready outlet for all feeding grades.

Demand for sheep and lambs was more active than in preceding days this week, and prices were strong to 25c higher. Fat lambs sold up to \$9.25 and ewes up to \$6.10, yearlings are quoted at \$7.50@8.25.

ST. LOUIS.

(Special Letter to The National Provisioner.)
National Stock Yards, Ill., April 6.

The receipts in the cattle yard, while showing some improvement over the past several weeks, are still light; the count for the week ending today totals 16,500. Steers predominate in the offerings, and the quality shows considerable improvement. The market has been slow and with an unevenly lower trend, nevertheless a load of very good heavy steers weighing right at 1,350 lbs., sold at \$9.40 on Tuesday, and on the same day a number of loads went to scale at \$9.00@9.35. During the week the bulk of the best killing beeves is within a range of \$8.75@9.25, with the bulk of all sales ranging from \$7.50@8.50. In butcher cattle prices for the week are unevenly lower. Yearlings for the most part range from \$7.00@8.75, with a few loads of good steers and heifers mixed topping at \$9.00. Butcher cows range from \$5.25@6.75, cannors and cutters \$2.25@4.25. A few fancy cows are selling from \$7.50@7.85. The order buyers were liberal purchasers on the market this week, each day we have had a number of cars for the eastern kosher trade. We are pleased to note that the stocker and feeder cattle movement is showing improvement; we had an increase in our shipments in the month of March of 10% over the same month of last year, and

March of this year shows a 30% increase over February of this year.

The hog receipts for the period are 41,500, and the quality fair to good. Light receipts did not seem to cut much of a figure so far as prices are concerned. There has been a steady decline with the exception of one day during the entire week, and at this writing we are 60@85c lower than a week ago. The market seems active enough at that, but the sellers are unable to keep the prices from sagging. Good heavy hogs and rough packers seem to have experienced less decline this week than any other grade, in fact rough hogs are only about 25c lower for the week. A less keen demand for the light shipping weights has had a depressing effect on the tone of the market. Today's quotations are: Mixed and butchers, \$9.25@9.75; good heavies, \$8.60@9.25; roughs, \$7.25@7.50; lights, \$9.50@9.75; pigs, \$9.85@10.00; bulk, \$9.30@9.65.

With only 6,000 sheep in the offerings this week, of which the greater proportion consisted of clipped lambs, prices have held to a fairly steady basis; medium and common lambs are some lower. Good lambs went to scale at \$9.00@9.25, and fancy lambs sold to city butchers at \$9.50. Clipped lambs of proper weight, that is to say those ranging from 70 to 80 lbs., are bringing from \$9.00@9.25, medium and common ones bringing \$7.75@8.75. Fat wool ewes find ready sale at around \$6.00, the clipped ones \$5.50@5.75, choppers and bucks \$3.50@4.00.

OMAHA.

(Special Letter to The National Provisioner.)
South Omaha, Nebr., April 6.

The cattle market this week has been suffering from a case of indigestion. It has evidently been more a case of slack demand than of over-supply, as the receipts here have been moderate, 19,000 for three days. Local packers have been indifferent and bearish, however, and shipping buyers have had very limited orders most of the time. Prices declined fully half a dollar on an average and trade has been extremely dull at the lower levels. A few bunches of choice handy-weight leeves sold at \$8.75@9.25, but most of the fair to good cattle sell around \$8.00@8.50, the common to fair lots and odds and ends going at \$7.25@7.75 and on down. Choice heifers sell up around \$8.00, while common cannors are going lower than for years at \$1.50@2.50. Veal calves at \$6.50@8.50 are considerably lower than last week and the same is true as to bulls, stags, etc., going at \$4.00@6.50. Undertone to the market is very weak and this feeling extends to the trade in stock cattle and feeding steers.

In hogs it has been a case of waiting and uncertainty. Receipts are running much lighter than a year ago while the quality of the offerings has been much better and weights heavier. Packers, however, insist that hog prices are away out of line with provisions and must come down as there seems to be no prospect of products selling higher. Demand for fresh meat is disappointing and there has been no improvement in the export or southern demand for lard and rough meats. In fact, the sentiment seems to be that the light receipts constitute the only bullish feature of the situation. With less than 10,000 hogs here today the market was steady to 10@15c lower. Tops went at \$9.30 as against \$9.50 last Wednesday and the bulk of the trading was at \$8.35@9.00 as against \$8.25@9.00 a week ago.

Weakness has been the outstanding feature of the market for sheep and lambs although receipts have not been excessive and there has been a fair demand right along from local packers. Best woolled lambs are selling at \$8.00@9.40, shorn lambs \$6.75@8.25. Wethers are scarce at \$6.00@6.75, and ewes are going at \$5.25@6.25.

ICE AND REFRIGERATION

ICE NOTES.

A new artificial ice plant is being installed in Dolan, S. D.

The new Terminal Cold Storage Plant at Benwood, W. Va., has opened for business.

The Shippensburg Ice and Cold Storage Company will build a plant at Shippensburg, Pa.

The Atlantic City Ice Company has been incorporated at Camden, N. J., with a capital of \$300,000.

The Southern Ice and Cold Storage Company, San Antonio, Tex., will erect a \$25,000 plant addition.

Members of the Aledo Retail Association are pushing a project for building an ice house in Aledo, Ill.

The Pacific Ice and Cold Storage Company, Seattle, Wash., has just opened a new ice plant in Wapato, Wash.

The new plant of the Washington Ice Manufacturing Company, at 23rd and N Streets, Washington, D. C., is about completed.

A new ice plant has been erected at Bamberg, S. C., by the Cotton Oil Company. The plant has a daily capacity of 12 tons and has already begun operation.

The Independence Coal Company plans to build an ice plant in Charlotte, N. C. Three acres of land have been purchased for the site and work will be started in the near future.

BOOST "EAT MORE MEAT" IDEA.

(Continued from page 18.)

ago, in 1900, the average per capita consumption of beef in the United States was about 107 pounds; in 1909, about 100 pounds; in 1914, 73.5 pounds; in 1919, 72.9 pounds; and in 1920, 56.5 pounds. Therefore, in twenty years the average yearly consumption of beef per person is almost cut in half.

This brings forcibly to our minds, ladies and gentlemen, the fact that we need the most intensive and co-operative efforts to place before the citizens of the United States the great value—in fact, the absolute necessity—of developing the use of more meat, not only for the benefit of the industry as a whole, but chiefly for the value of meat as a national food.

Today there is no element or phase of the industry that is more affected, and perhaps suffering more severely from the present conditions than the livestock producing sections of the country, the middle and far west, and the grain belt. These producing communities generally, and even some entire states, are laboring under very serious difficulties which may be to some extent remedied by such action as you gentlemen of the craft are taking here tonight.

We all have our own share of the responsibility and our own problems to solve, but the man who deserves our most enthusiastic and hearty support, our assistance in every possible way, is the man who produces the livestock. The action is mutual; in helping him we help ourselves.

The Problem of Distribution.

Some years ago, in the early stages of the packing industry, the problem of distribution to the great consuming centers of this country was one which had to be solved, in order that the business might be developed to its fullest extent and the experiment of locating branch houses in the various cities of the United States was tried. A few houses were established here and there in the east, including of course the City of New York, and from them grew what is today the most complete and expensive distributing plan that has ever been attempted by any single industry.

Taking our company as an example. We today have 400 branches located in the United States alone, so that every city and town of any size has a branch house established and continuously maintained for the distribution of our products. It is not my desire in any way to assume that we are alone in this plan, as there are other concerns engaged in the packing business that

have similar establishments. But speaking for my company, I may say that there has always been a question in the minds of some of our officials as to whether we were not carrying too heavy a burden of expense in our present branch house system.

It is a fact, however, that notwithstanding this serious feature of the financial responsibility necessary to carry on such a great distributive system, we all feel that our first obligation is one of service, so I may say to you gentlemen that our branches are primarily established for your benefit and use and through you for the great consuming public of New York.

It is for our branch house managers and the sales and office organizations which surround them to serve you to the limit of their ability, and it is our desire and pleasure to co-operate with you to the fullest extent. No effort that is consistent and in line with modern business has been spared to the end that our branches may be of the fullest service to you.

We appreciate the right hand of good fellowship which you have extended to us this evening, and we assure you of our most hearty and continuous co-operation in the work which is before us.

Mr. Toastmaster, with your permission I would like to read a telegram which I have received from my chief, the President of our company, in reply to a suggestion to him to come here to be present with us in person tonight. His telegram reads:

"I wish you would convey my best wishes to the Master Butchers of New York and my regrets that I cannot join them at their dinner. I have a high regard for New York butchers. They are the leaders in their line, setting the standards for the rest of the country. Whatever they do is of prime importance to everyone engaged in the meat industry. I am sure they recognize the responsibility that is theirs, and I believe that they will

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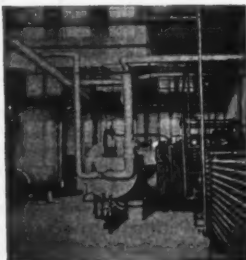
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Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.; United Warehouse Co., Ltd., 815 Fulton St.
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Toledo—Moreton Truck & Storage Co.
G. H. Weddle & Co., 67 W. Walbridge Ave.
Washington—Littlefield, Alvord & Co.

meet their responsibilities in a satisfactory manner.

J. Ogden Armour."

I thank you for your very cordial attention.

The next speaker was the chairman of the packers' committee of the Meat Council, Mr. Weller H. Noyes, whose long and successful association with the meat industry in New York has made him a prime favorite. Mr. Noyes said:

Noyes is Proud of Connection with Meat Industry.

Mr. Toastmaster, Ladies and Gentlemen:

I am going to recount to you nine reasons why I am proud of being connected with the meat industry.

First, it produces and distributes a vital human necessity.

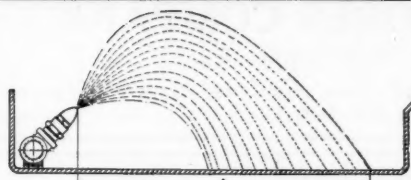
Meat is the basic food for human beings. Meat is an honest product. It is grown honestly out on the farms and the ranches. It passes into manufacture and distribution along honest lines. Pretense, make-believe and camouflage have no place in the meat industry.

We all recognize that meat is meat, that human beings have always recognized it as such and that it stands as a primary basic factor in sustaining human life. Water, food and air are absolutely essential if we would keep alive, and meat is the foundation stone of the food line.

Civilization is a highly elaborate arrangement; thousands of activities go on in its name. Some of these activities often appear useless. Under conditions of stress many of them could be dispensed with, but it would be a bold man who would deny that the meat industry is a fundamental, much-needed activity. During the war, the industries were grouped into various grades of usefulness, but no one ever thought of regarding the meat industry in any other light except as a basically essential activity.

Never Failed in Human Service.

Second, it has never failed in human service.



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I say that the meat industry has never failed as a good public servant. When I say this, I mean the producer out on the farms, the packer and his plants in the manufacturing centers, and the retail meat dealer, who is to be found wherever men group themselves into communities. The flow of meat products never ceases. It never has ceased and it never will cease so far as I can see.

We go to sleep in our big cities in full assurance that there will be meat to be had when we arise the next morning. No matter how far away we may be from the sources of production, we know that farmer, packer and retailer will not fail us. They have never failed us in the past and we have the best of reasons for believing

that they will not fail us tomorrow and in other days to come.

Meat Won the War.

Third, it was the Government's strong right arm in the war.

Every American industry takes pride, and rightfully I think, in the help it rendered its country in the Great World War. Sometimes it looks as if each one of the industrial groups thought that the winning of the war was due to its efforts. But no one questions the part played by the meat industry. There was always meat for the fighter—train loads, ship loads, billions of pounds, sent forward on a day's notice. No pleas for time, no insistence upon government aid. The meat was wanted, the meat was forthcoming.

Some industries when called upon to supply government needs found it necessary to ask for time in order to rearrange factories, enlarge plants, provide new financing, what not. But the meat industry, when called upon, uttered no word of explanation or excuse. The meat was forthcoming. It was there for the soldiers and the sailors—it was there for our allies and it was there for civilians. I am aware that some authorities endeavored to conserve meat and to institute a voluntary system of rationing, but you and I know that there was meat for all and in abundant portion.

How the meat industry responded to the nation's war needs is a wonderful story, constituting, I think, the brightest pages in our history.

A Leader in Industry.

Fourth, it leads in business, progressiveness and efficiency.

Americans have become familiar with some of the great achievements of the meat industry—how the packers have

utilized the by-products of meat packing so effectively that they can sell a dressed animal for less than the cost of the live animal and find the operation profitable, how in the best of years, their profits average only a fraction of a cent a pound and only one or two cents on a dollar of sales—these are all things to be proud of. They are American achievements of the very first order—I say American achievements, and so they are, for it was in this country that they came into being, and they are achievements of the very first order as anyone conversant with the history of manufacturing processes will tell you.

Packers Great Leaders.

Fifth, it has produced great leaders and great business men.

It were perhaps more becoming for others outside our industry to expand this topic, but when one recalls that the packing industry in its broader aspects hardly runs back beyond the scope of my own business life of forty years, and that today it leads all other manufacturing groups in volume of business handled, it is clearly obvious that great leaders and great business men have been at work in this field. And so they have. The great businesses which carry on their names attest to these facts. They WERE great men, great in vision, in courage and in organizing power. And most of all, they were great in the ability to render human service. No just man would begrudge them fortune or fame, for they served humanity well. Not that they cared greatly for fortune or fame. Doing the job well was their driving motive.

A Broad Market.

Sixth, it has never failed to provide a free broad market.

This statement will mean much to economists and business men. It is the statement referring to truly large achievement. It means that the producer of live stock can always find a sale at the great terminal stock yard markets for his products. It means that the public can always go to the retail markets and buy in the consciousness that it is dealing with an industry which always operates in full and free competition. Certain persons sometimes deny that these things are true, but those conversant with the operations of industry know that there is no control or monopoly possible in the meat business. Meat is a perishable product. Almost anyone can grow the raw material—the live animal—as the history of the packing industry proves—anyone who chooses can go into the meat packing industry. You men know only too well how freely competition enters into both the retail and wholesale end of the business.

Developed Foreign Trade.

Seventh, it has led in the development of international trade.

I would hardly claim that the meat industry has been the leading factor in our country's foreign trade. It has nevertheless been one of these factors. And this, I think, is important because when you come to think of it, trade between nations is a most important human activity.

International trade makes for a better and finer civilization. We know this now, although a great war was needed to bring the lesson home in its fullest meaning. The American meat industry, as I have said, plays an important part in foreign trade. In normal times, American meat products are sold throughout the world, and representatives of the large packing concerns are scattered all over the continents.

Our Largest Industry.

Eighth, it is the nation's largest industry.

There is something in just being big. The biggest and tallest mountain is of interest in itself, the biggest river cannot

(Continued on page 47.)

FOR PURCHASING DEPARTMENTS

Factors for Successful Plant Operation

By E. H. Uhlmann, President Chemical & Engineering Company, Chicago, Ill.

The packing industry, if it is to continue prospering as a business enterprise, and rank among other leading industries, must be placed on a basis of operating efficiency. Profits must be made in all departments and such departments must be standardized to produce efficient results. Correct business management, along with proper organization, are essential for solid foundations for a prosperous industry.

The chemists of the industry have done much to develop new uses for its products and by-products, and have improved greatly on processes and the pointing out of manufacturing losses. The large corporations in the industry have advanced quite rapidly and developed within their own forces various experts, who have studied the causes of such losses and their remedies. These experts are the link that joins the mechanical department to the chemical laboratory, and they have caused these two to function as a smooth-working unit.

The small packers cannot afford to maintain such a corps of experts on the premises, owing to the expense involved, but can for a reasonable cost affiliate themselves with an engineering laboratory whose services cover all departments in the operating end. Heretofore the small packer has conducted his business with-

out any serious attempt at standardization in any of his departments, and as the business today is back to a competitive basis, it becomes necessary to organize his plant to the highest point of efficiency possible.

The scope of such services is a broad one. It covers every phase of operation from the boiler room to the last detail of the finished products, both edible and inedible. It includes economy in operations in all departments, chemical control, reduction of wastes to a minimum, standardization of by-products for highest market values, elimination of curing losses, uniformity of cured products, handling of all storage products, freezer and otherwise, power and refrigeration losses, detailed plans and specifications for construction of complete packing and rendering plants or individual departments, advice on the installation of proper equipment from practical and economical standpoints, study of labor efficiency and the training of crews to a better and more efficient performance of their work.

It contemplates, in a word, the proper functioning of every part of the plant in its relation to the whole. To sum up, the co-operation of the chemist and engineer with the operating department heads is necessary to build up an organization which will apply the principles outlined above to the needs of any individual plant.

BEISWANGER TAKES SHALLCROSS.

The Beiswanger Packing Company has leased for the term of three years with an option to buy at the end of that time the big abattoir, power house and ice plant of J. Shallcross & Son at Coatesville, Pa. It is probably one of the largest deals that has been consummated in that section in some time and is made with a view to aiding in settling three estates which have been held up. The Shallcross plant has been operating at only a small percentage of capacity, but the new owners expect to operate to capacity, employing 150 men and women and killing from 1,500 to 2,000 hogs weekly. Calves and cattle will also be slaughtered.

The Beiswanger company is headed by Jacob Beiswanger and his son, both veterans in the butchering business. For a number of years they have been identified with the D. B. Martin Company and later with the Wilson-Martin Company of Philadelphia. Mr. Beiswanger is the originator of the famous "Blue Ribbon" bacon, which will be one of the features of the new plant.

The abattoir is a large stone structure with two floors underground and five above the ground, where the cold storage department is also located. In addition the firm acquires the building on the opposite side of Chestnut street containing the ice plant and also the power house, which is

operated as the Coatesville Light, Heat & Power Company.

The business of J. Shallcross & Son was started by the late Jesse Shallcross, who went to Coatesville in 1859 and opened a meat business, selling direct from a wagon. This was extended to a retail store and later the abattoir was opened. A retail store run in connection with the business will be continued by the estate involved under the direction of Jesse Shallcross, Jr.

It is the purpose of the Beiswanger Packing Company to increase the capacity of their plant gradually.

DEATH OF JOHN HUGHES.

John Hughes, president of Swope, Hughes, Waltz & Benstead Livestock Commission Company, East Buffalo, New York, died last week at the home of his daughter, in Phoenix, Ariz., where he had been visiting for the past few weeks.

John Hughes was born in Dunmore, Ireland. He came to this country at an early age and made his home in Buffalo. In 1886 he entered the livestock business with Edward Swope. Later he was made president of the company and he became one of the best known and best liked livestock men in the United States. He was a man of sterling character and integrity.

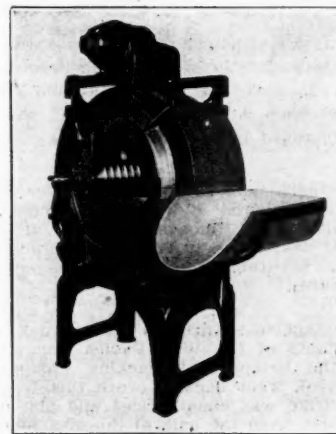
Mr. Hughes was also president of the East Buffalo Livestock Exchange.

A CENTRIFUGAL MEAT CHOPPER.

A meat chopping and mixing machine that is not only revolutionary in character, but is novel and unique in detail, has recently been invented and put on the market.

It is known as a centrifugal chopper, in that the meat or other foodstuff to be chopped is fed to the circular knives by the aid of centrifugal force. In other words the meat "loops the loop" in rapid order as it is being cut finer and finer by the rapidly revolving circular knives, which have an edge as sharp as a razor and which are automatically shifted from one position to the other so that all of the meat is evenly cut from start to finish.

The inventor claims that this machine will chop and mix any kind of meat from start to finish without the aid of other machinery. There is therefore no handling of the meat from one machine to the other and no cracked ice is needed. The water and seasoning can be added all at once and thoroughly mixed by a scrape in the top.



The machine is emptied by a scoop which works on a swivel, and is swung inside into which the meat falls so that there is no danger to the operator. When scoop is not in use it is swung to one side of the machine in an out-of-the-way place. One of the large-sized machines has been installed for the last six months with one of the large packers, and the manufacturers are now about to place them regularly on the market for the first time.

This machine was invented and patented by a man who has been actively in the sausage business for fifteen years and also holds some very valuable patents on other types of machinery in use by sausage manufacturers throughout the country. A very strong company has been formed in one of the large manufacturing cities of the middle west for the purpose of marketing the machine, and The National Provisioner is informed that they will soon announce through its advertising columns their complete line of centrifugal choppers, all the way from the little one for domestic use, cutting a pound or two at a time, to the large one for packers and large sausage manufacturers, cutting and mixing several hundred pounds at one operation.

Chicago Section

A petition in bankruptcy has been filed against the Italian Sausage Manufacturing Company.

A. Z. Baker, of the Cleveland Provision Company, Cleveland, Ohio, was a visitor in Chicago this week.

Oscar G. Schmidt of the Cincinnati Butchers' Supply Company, Cincinnati, Ohio, was in town this week.

Packers' purchases of livestock at Chicago the first four days of this week totaled 25,677 cattle, 57,398 hogs and 44,745 sheep.

E. C. Merritt of the Indianapolis Abattoir Company, Indianapolis, Ind., was back in Chicago this week after spending a few days at French Lick, Ind.

E. E. Nott, president and manager of P. Burns & Company, Calgary, Alta., is back from a trip to Excelsior Springs and is returning to Calgary shortly.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, April 2, 1921, on shipments sold out, ranged from 9 to 19.50 cents per pound and averaged 14.59 cents per pound.

Car-route managers from all over the country gathered at Wilson & Company headquarters in Chicago this week for the annual conference under the direction of Frank W. Kelgher, general manager of car routes.

Packinghouse workmen who struck at the plants of the Wm. Davies Company and the Independent Packing Company last week went back to work this week. The strike was unauthorized and did not last long when the bulk of the men found it had no foundation.

Myron T. Herrick, vice-president of the Brennan Packing Company, returned Monday from abroad where he served as a member of the committee of three representing the Institute of American Meat Packers, who settled the British trade controversy so speedily and efficiently.

Lard stocks at western packing centers increased 8,740,568 lbs. last month and are now 72,453,000 lbs. Last year they were 87,732,300 lbs., an increase of 20,803,000 lbs. Meat stocks increased 3,765,983 lbs. and are now 318,102,000 lbs., against 349,141,000 lbs. last year, when the increase was 1,757,000 lbs.

The Wilson Fellowship Club held its annual costume party in the grand ballroom of the Hotel La Salle on Thursday evening. Buffet supper was served and the club maintained its reputation for "class" in such festivities. Miss Gertrude Stone, secretary to President Thomas E. Wilson, was the guiding spirit.

Some of the out-of-town packers in Chicago this week were Isaac Powers, of the Home Packing & Ice Company, Terre Haute, Ind.; Fred Begg, of the Powers-Begg Company, Jacksonville, Ill.; Fred T. Fuller, of the Iowa Packing Company, Des

Moines, Iowa; T. W. Taliaferro, vice president, Hammond, Standish & Company, Detroit, Mich., and James G. Cowrie, of the Jacob Dold Packing Company, Buffalo, N. Y.

Shipments of provisions from Chicago for the week ending Saturday, April 2, 1921, were as follows:

	This week.	Same week last year.
Cured meats, lbs.	18,830,000	20,686,000
Lard, lbs.	14,647,000	7,956,000
Fresh meats, lbs.	28,392,000	42,394,000
Pork, bbls.	6,047	3,758
Canned meats, cases.	34,456	43,002
Receipts for the week were: Cured meats, 706,000 lbs.; fresh meats, 13,727,000 lbs.; lard, 2,135,000 lbs.; pork, 200 bbls.		

NEW EXCHANGE SECRETARY.

Appointment of Mr. J. S. Boyd of Kansas City as secretary of the National Live Stock Exchange has been announced by President Everett C. Brown. Mr. Boyd took office last week and is already making things hum at the Yards headquarters. He succeeds C. B. Heinemann, who became secretary of the Institute of American Meat Packers last August. In the



J. S. BOYD
Secretary National Livestock Exchange

Interim Miss Mazie F. Grupp, assistant secretary, has been fulfilling the duties of the office most efficiently.

Mr. Boyd has for some time been Assistant General Live Stock Agent of the Santa Fe, and has had active charge of much of the detail concerning the live stock traffic of that company. As a graduate of the Kansas City School of Law and a member of the Missouri Bar he was well qualified to handle the preparation of cases involving live stock claim litigation and rate cases involving live stock rates. In effecting the adjustment of live stock claims he has established an enviable record for fair dealing that should go far toward cementing friendships in his new work. His record shows him to be a young man of extraordinary ability, valuable experience and unusually well qualified for the new position.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, April 7, 1921, are reported to The National Provisioner as follows:

Armour & Co.	9,828
Anglo-Amer. Prov. Co.	3,811
Swift & Co.	6,788
G. H. Hammond Co.	5,664
Morris & Co.	7,803
Wilson & Co.	5,600
Boyd-Lunham & Co.	5,213
Western Packing Co.	12,400
Roberts & Oake.	3,700
Miller & Hart.	3,668
Independent Pkg. Co.	1,400
Wm. Davies & Co.	2,300
Others.	6,600

Total 74,775

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

Although the demand for all fresh meats has continued narrow, some improvement was noticeable. Supplies have not been heavy, and, with accumulations of the past two weeks well cleaned up, the demand has been sufficient to keep stocks moving.

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392,910 HOGS

shipped from Indianapolis to Eastern Packers the first 69 days of 1921 out of total receipts of 680,637.

Quality fine, per cent. of condemnations very small, average weight less than 200 lbs.
We are a personal service organization. All our hogs are closely sorted.

ARE YOU A PATRON?

It will be our pleasure to keep you advised daily, either by wire or letter. Ask us for our "Daily Market Letter" which gives disposition of entire receipts.

The Indianapolis Market has an enviable position among markets. None of the Commission Houses act in dual capacity, selling and buying strictly apart.

McMURRAY & JOHNSTON

LIVESTOCK PURCHASING AGENTS

U. S. YARDS INDIANAPOLIS INDIANA

"IN THE HEART OF THE CORN BELT"

"PERSONAL SERVICE"

While the steer supply has not been heavy, the assortment has been good, with something suitable for every class of trade. The few choice steers available moved readily at prices fully fifty cents higher than a week ago, and a few exceptional sales at still further advances. The bulk of the supply consisted of medium to good grades, selling from \$15 to \$17. Yearlings, many of which barely graded medium, sold higher in proportion to their real value than did other kinds of better quality. Some 850-lb. to 1,000-lb. steers of good quality were slow sellers and were sold only in cuts. The cow supply contained many cows which were too heavy for the general butcher trade and were sold only in cuts to the hotel trade. Handyweight butcher cows sold fairly well at advances of 50c to \$1 over a week ago. Lower grades shared the advances, with \$11 stopping anything suitable for retail shops. Bulls have met with a limited demand and prices have been forced to lower levels. A general decline of \$1 from a week ago is recorded. The supply of kosher beef has been fully ample to supply the moderate demand and prices show a decline of \$1 from a week ago.

While the offerings of veal have not been heavy, the general quality has not been desirable. Common veal formed a large percentage of the receipts and on such kinds prices were irregular, with many unevenly low sales being recorded. Choice calves were scarce and sold readily at top prices, but a general decline of \$1 was scored for the week.

The moderate supplies of lamb consisted largely of heavy, fat lambs, with a limited number of the light desirable kinds. With the demand well in line with the offerings, prices failed to show any change for the week.

The light supplies of mutton moved well, as the quality was generally good. Prices strengthened from 50 cents to \$1 over last week's close.

Although the demand of pork has been somewhat narrow, supplies have not been excessive, and, outside of some sales made on shipped stock, which was unevenly lower, general prices show little change from a week ago.

Compared with last Friday, steers strong to 50 cents higher; cows 50 cents to \$1 higher and bulls \$1 lower. Veal \$1 lower; lambs steady; mutton 50c to \$1 higher. Pork loins generally steady; shoulders \$1 to \$1.50 lower; picnic steady; Boston butts \$1 lower, and spareribs about steady. With pork well cleaned up, carryover on other meats will be light.

CHICAGO LIVESTOCK MARKET.

(Continued from page 35.)

week, a decrease of about 18,000 from the corresponding period of the previous week. Ten markets also show a big decrease in arrivals. The bulk of this week's offerings came from Colorado feed lots, with a sprinkling of Missouri, Montana and Idaho fed stock. Lambs predominated and matured stock was very scarce. On the whole, all grades of sheep and lambs looked about steady with a week ago. Weights are still discriminated against but there has been no further evidence of a widening spread between heavy and light stock. Choice lambs made \$10.00 today, practical top for the week. A special eastern order was filled Monday with one load of choice light lambs at \$10.25, being considered out of line with the day's general trade. The narrow price spread separating woolled lambs from clippers was demonstrated today when choice 82-lb. Wisconsin shorn lambs made \$9.00, against 76 to 80-lb. lambs in fleece at \$9.90 to \$10.00. Heavy shorn lambs, averaging over 100 lbs., often have been sorted out of loads and marked around \$6.50 to \$6.75. Choice 97-lb. Colorado pulp-fed ewes scored \$6.75 Tuesday, with others carrying more weight the same day and Wednesday at \$5.75 to \$6.50. Export orders bolstered the market on wethers. A total of 1,483 sheep, including some heavy lambs, were exported during the week ending April 2. Choice 172-lb. woolled wethers made \$6.75 Tuesday and again today. The trade is looking for comparatively light receipts as soon as the Colorado crop is out of the way. A shipment of California spring lambs is expected the last of April or early in May. It is believed that the Texas, Tennessee and Kentucky new crop will begin moving towards the middle of May. Very few native springers have appeared. Some in the trade fear that high freight rates, in the face of relatively low prices, may cut down the California offerings which otherwise might reach this market.

TRUTH ABOUT MEAT PACKING.

(Continued from page 19.)

producers of this country a daily cash market for their livestock, both in days of prosperity and in times of financial stress. This market has been as constant as the rising sun. The producers, and not the packers, are responsible for the harmful "fluctuations" in receipts, which have been the bane of the livestock markets in the past.

The packer transmutes these meat animals into human food and transports the meat in their refrigerator cars, which are just as necessary for the packer as their

knives, to the great consuming centers all over this country, giving to the consumers the finest finished product that the world has ever produced, and all on the lowest margin of profit made by any basic industry.

The packers deliver back to the ranch dressed meat of an animal which had been shipped several hundred miles to market, at a lower cost than the cow man could slaughter it himself on his own ranch. This exemplifies not only the importance, but the absolute necessity, of large packers, for this is only possible where all of the by-products are utilized to the highest possible degree.

The large packers invariably sell a better product than the small local slaughterers, at the same time keeping down the price of meats in the localities which they reach, and giving to the remotest community in this country sanitary and federal inspected products. In brief, the packers are the essential link between the producer and the consumer. Theirs is the very delicate and difficult task of paying enough for the live meat animals to encourage production and at the same time of selling the meat low enough to encourage consumption, and to successfully meet the competition of all meat substitutes; for it would be absolutely fatal for either production or consumption to fall off.

Peril in Government Operation.

Meat is a highly perishable product which must be handled with refrigeration from the time the carcass leaves the killing beds until the meat is delivered to the consumers' table, perhaps thousands of miles from the packinghouses. The packinghouses have very properly been located near the source of production, in order to save the producer both shrink and freight in the shipment of his live animals to the market. If this very important work of the packer is done efficiently and at a reasonable profit, then the packer should not be the object of calumny and abuse.

The profits and losses of the packers are returned under oath and are checked by so many government departments that there can be no question about them. The efficiency of this most complex and highly centralized business should never be destroyed or cut down. I most solemnly warn that if that day ever comes, the disgraceful mess that the railroads are in would not be a circumstance to what would result. It must be self-evident to any thinking person that this great industry should be dealt with intelligently, fairly,

[This discussion will be concluded in the next issue of THE NATIONAL PROVISIONER.—Editor.]

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Mar. 28...	22,603	3,139	47,583	30,461
Tuesday, Mar. 29...	8,176	6,229	23,753	17,483
Wednesday, Mar. 30...	6,324	1,571	15,787	21,778
Thursday, Mar. 31...	5,776	6,988	16,585	16,389
Friday, Apr. 1...	3,150	806	16,601	7,546
Saturday, Apr. 2...	300	99	3,790	2,779
Total last week...	46,359	18,922	124,211	96,707
Previous week...	44,351	18,101	93,870	82,546
Years ago...	10,316	3,862	15,243	24,618
Two years ago...	53,338	19,587	140,800	46,605

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Mar. 28...	5,430	163	9,415	6,098
Tuesday, Mar. 29...	4,514	90	7,173	3,318
Wednesday, Mar. 30...	5,141	4	6,214	8,104
Thursday, Mar. 31...	4,291	87	4,766	4,961
Friday, Apr. 1...	3,329	3	8,621	3,345
Saturday, Apr. 2...	658	.....	2,374	1,718
Total last week...	23,414	347	38,563	27,824
Previous week...	17,824	865	39,823	23,021
Year ago...	2,936	.....	299	1,253
Two years ago...	17,262	156	23,258	10,391

Total receipts at Chicago for year to April 2:

	1921.	1920.
Cattle	728,074	791,244
Calves	295,254	295,254
Hogs	2,465,825	2,295,422
Sheep	1,209,387	812,501

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending April 2	441,000	5,538,000
Previous week	394,000	.....
Cor. week, 1920	499,000	8,905,000
Cor. week, 1919	551,000	10,250,000
Cor. week, 1918	640,000	9,915,000
Cor. week, 1917	450,000	8,882,000
Cor. week, 1916	410,000	9,501,000
Cor. week, 1915	429,000	8,695,000
Cor. week, 1914	295,000	6,915,000

Combined receipts at seven points for week ending April 2, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	146,000	355,000	210,000
Previous week	135,000	304,000	193,000
1920	152,000	407,000	138,000
1919	176,000	454,000	159,000
1918	203,000	503,000	116,000
1917	146,000	373,000	162,000
1916	95,000	335,000	149,000
1915	109,000	350,000	140,000

Combined receipts at seven markets for year to April 2, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
1921	2,131,600	6,769,000	2,816,000
1920	2,529,000	7,272,000	2,398,000
1919	2,805,000	8,611,000	2,440,000
1918	2,835,000	8,688,000	2,349,000
1917	2,304,000	7,508,000	2,764,000
1916	1,982,000	8,121,000	2,624,000
1915	1,656,000	6,572,000	2,720,000

Chicago packers' hog slaughter for week ending April 2, 1921:

	Cattle.	Hogs.	Sheep.
Armour & Co.	12,300	.....	.....
Anglo-American	5,200	.....	.....
Swift & Co.	11,300	.....	.....
Hammond Co.	5,900	.....	.....
Morris & Co.	8,500	.....	.....
Wilson & Co.	8,300	.....	.....
Boyd-Lunham	5,800	.....	.....
Western Packing Co.	13,700	.....	.....
Roberts & Oake	1,100	.....	.....
Miller & Hart	5,800	.....	.....
Independent Packing Co.	2,700	.....	.....
Brennan Packing Co.	1,900	.....	.....
Wm. Davies Co.	1,900	.....	.....
Others	4,800	.....	.....
Total	85,300	.....	.....
Previous week	67,300	.....	.....
Year ago	22,500	.....	.....
Two years ago	125,000	.....	.....

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending April 2	\$ 8.70	\$ 9.30	\$ 6.25	\$ 9.05
Previous week	9.05	9.75	5.90	9.60
Cor. week, 1920	12.50	15.20	13.55	18.60
Cor. week, 1919	16.00	19.90	14.25	18.75
Cor. week, 1918	13.75	17.40	15.40	18.80
Cor. week, 1917	11.75	15.45	12.15	14.25
Cor. week, 1916	9.00	9.70	8.20	10.30
Cor. week, 1915	7.65	8.95	7.50	9.50
Cor. week, 1914	8.55	8.50	6.30	7.50
Cor. week, 1913	8.25	9.15	6.75	8.65
Cor. week, 1912	7.00	7.80	5.70	7.90
Cor. week, 1911	6.10	6.25	4.20	5.50

Market quotations at Chicago:

CATTLE.

Prime steers	.....	\$ 6.00
Good to choice steers	.....	8.00@8.50
Fair to good steers	.....	6.25@8.00
Yearlings, fair to choice	.....	7.00@9.75
Feeding steers	.....	6.75@9.00
Heifers	.....	5.00@8.50
Cows, good to choice	.....	5.50@7.50
Fair to good cows	.....	4.00@5.50
Canners	.....	2.50@3.60
Cutters	.....	3.75@4.50
Holstein bulls	.....	4.00@4.75
Calves	.....	7.00@9.00

HOGS.

Choice light butchers	.....	\$9.25@9.90
Medium-weight butchers	.....	9.00@9.75
Fair to fancy light	.....	9.00@9.90
Heavy butchers, 270-325 lbs.	.....	8.20@9.15
Heavy packing	.....	7.75@8.25
Rough packing	.....	7.25@7.75
Pigs	.....	7.50@10.00

SHEEP.

Native lambs	.....	\$7.75@9.25
Fed western lambs	.....	8.50@9.90
Shorn lambs	.....	7.00@9.00
Wethers	.....	4.50@7.00
Yearlings	.....	6.00@8.50
Ewes	.....	3.50@6.50
Feeding lambs	.....	7.00@8.75

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, APRIL 2, 1921.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	\$18.30	\$18.40	\$18.05	\$18.05
July	18.50	18.75	18.50	18.50
LARD—(Per 100 lbs.)—				
May	11.05	11.05	10.80	10.80
July	11.25	11.30	11.17½	11.17½
SHORT RIBS—(Boxed 25c more than loose)—				
May	10.42½	10.45	10.25	10.30
July	10.82½	10.82½	10.50	10.57½

MONDAY, APRIL 4, 1921.

PORK—(Per bbl.)—				
May	18.20	18.20	17.40	17.40
July	18.15	18.15	17.80	17.80
LARD—(Per 100 lbs.)—				
May	10.85	10.85	10.40	10.52½
July	11.25	11.25	10.80	10.90
SHORT RIBS—(Boxed 25c more than loose)—				
May	10.32½	10.32½	9.85	9.97½
July	10.70	10.70	10.30	10.35

TUESDAY, APRIL 5, 1921.

PORK—(Per bbl.)—				
May	17.57½	17.87½	17.75	17.75
July	10.47½	10.72½	10.47½	10.55
LARD—(Per 100 lbs.)—				
May	10.90	11.10	10.90	10.95
SHORT RIBS—(Boxed 25c more than loose)—				
May	10.10	10.25	10.07½	10.07½
July	10.50	10.70	10.45	10.45

WEDNESDAY, APRIL 6, 1921.

PORK—(Per bbl.)—				
May	17.50	17.50	17.10	17.15
July	17.40	17.60	17.40	17.60
LARD—(Per 100 lbs.)—				
May	10.50	10.50	10.30	10.45
July	10.82½	10.82½	10.72½	10.80
SHORT RIBS—(Boxed 25c more than loose)—				
May	9.95	9.95	9.75	9.80
July	10.30	10.30	10.15	10.20

THURSDAY, APRIL 7, 1921.

PORK—(Per bbl.)—				
May	16.85	16.85	16.85	16.80
July	16.85	16.85	16.85	16.85
LARD—(Per 100 lbs.)—				
May	10.20	10.25	10.10	10.15
July	10.70	10.70	10.50	10.55
SHORT RIBS—(Boxed 25c more than loose)—				
May	9.85	9.85	9.40	9.50
July	10.05	10.05	9.80	9.90

FRIDAY, APRIL 8, 1921.

PORK—(Per bbl.)—				
May	16.00	16.10	15.75	15.75
July	16.60	16.60	15.70	16.00
LARD—(Per 100 lbs.)—				
May	9.87½	10.00	9.85	9.97½
July	10.40-30	10.40	10.20	10.40
SHORT RIBS—(Boxed 25c more than loose)—				
May	9.40	9.40	9.17½	9.20
July	9.65-60	9.70	9.52½	9.60

FOREIGN EXCHANGE SITUATION.

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.]

Country—Monetary Unit.	Par value in U. S. Money.	Unit value on Apr. 7.
Austria—Krone	\$0.203	.0027
Belgium—Franc	.193	.0745
Czechoslovakia—Krone	.....	.0136
Denmark—Krone	.268	.1825
Finland—Finnmark	.193	.0290
France—Franc	.193	.0715
Germany—Mark	.238	.0162
Great Britain—Pound	4.866	3.93
Greece—Drachma	.193	.0730
Italy—Lira	.193	.0441
Japan—Yen	.498	.48
Jugo-Slavia—Krone	.....	.0071
Netherlands—Florin	.402	.3460
Norway—Krone	.268	.1605
Poland—Polish Mark	.....	.0013
Roumania—Leu	.193	.0146
Russia—Rouble	.515	.....
Serbia—Dinar	.193	.0280
Spain—Peseta	.193	.14
Sweden—Krona	.268	.2360
Switzerland—Franc	.193	.1735
Turkey—Turkish Pound	4.40	.....

*No par exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

	No. 1.	No. 2.	No. 3.
Beef.			
Rib roast, heavy end...	32	25	17
Rib roast, light end...	38	24	19
Chuck roast...	20	18	14
Steaks, round...	36	28	25
Steaks, sirloin, first cut...	58	35	31
Steaks, porterhouse...	82	42	32
Steaks, flank...	30	25	18
Beef stew...	22	18	15
Corned briskets, boneless...	30	23	18
Corned plates...	22	18	18
Corned rumps...	32	28	21

	Good.	Com.
Lamb.		
Hindquarters...	35	25
Legs...	38	29
Stews...	16	14
Chops, shoulder...	28	24
Chops, rib and loin...	45	38

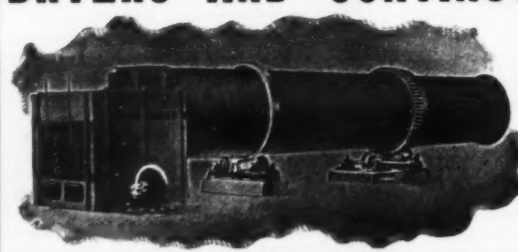
	Good.	Com.
Mutton.		
Legs...	25	20
Stew...	15	12
Shoulders...	20	18
Chops, rib and loin...	32	28

	Good.	Com.
Pork.		
Loin, whole, 8@10 avg...	32	@35
Loin, whole, 10@12 avg...	31	@34
Loin, whole, 14 and over...	29	@31
Chops...	.....	@38
Shoulders...	.....	@20
Butts...	.....	@22
Spareribs...	.....	@20
Hocks...	.....	@18
Leaf lard...	.....	@14

	Good.	Com.
Veal.		
Hindquarters...	22	@26
Forequarters...	16	@18
Legs...	25	@32
Breasts...	16	@20
Shoulders...	.....	@25
Cutlets...	.....	@45
Rib and loin chops...	28	@38

	Good.	Com.
Butchers' Offal.		
Suet...	@ 2
Shop fat...	@ 1
Bones, per 100 lbs...	@15
Calf skins...	@10
Kips...	@ 8
Deacons, each...70

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.

65 William St. - - - New York

THE MACLACHLAN PROCESS



Cuts Tank House Odors to a Minimum
Saves Time In

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.....	@19
Good native steers.....	@16
Medium steers.....	@14
Heifers, good.....	@13
Cows.....	@10
Hind quarters, choice.....	@28
Fore quarters, choice.....	@13

Beef Cuts.

Steer Loins, No. 1.....	@34
Steer Loins, No. 2.....	@32
Steer Short Loins, No. 1.....	@42
Steer Short Loins, No. 2.....	@40
Steer Loin Ends (hips).....	@29
Steer Loin Ends, No. 2.....	@28
Cow Loins.....	@20
Cow Short Loins.....	@26
Cow Loin Ends (hips).....	@18
Steer Ribs, No. 1.....	@24
Steer Ribs, No. 2.....	@20
Cow Ribs, No. 1.....	@18
Cow Ribs, No. 2.....	@17
Cow Ribs, No. 3.....	@16
Steer Ribs, No. 1.....	@17
Steer Ribs, No. 2.....	@16
Steer Chucks, No. 1.....	@12
Steer Chucks, No. 2.....	@11
Cow Rounds.....	@14
Cow Chucks.....	@9 1/2
Steer Plates.....	@10 1/2
Medium Plates.....	@8 1/2
Briskets, No. 1.....	@20
Briskets, No. 2.....	@15
Steer Navel Ends.....	5 1/2 @ 8 1/2
Fore Shanks.....	@7
Hind Shanks.....	@5
Rolls.....	@25
Strip Loins, No. 1, boneless.....	@55
Strip Loins, No. 2.....	@45
Strip Loins, No. 3.....	@22
Sirloin Butts, No. 1.....	@40
Sirloin Butts, No. 2.....	@32
Sirloin Butts, No. 3.....	@28
Beef Tenderloins, No. 1.....	@75
Beef Tenderloins, No. 2.....	@65
Rump Butts.....	@25
Flank Steaks.....	@22
Boneless Chucks.....	@10 1/4
Shoulder Clods.....	@18
Hanging Tenderloins.....	@14
Trimnings.....	8 @ 14

Beef Product.

Brains, per lb.....	9 @ 11
Hearts.....	6 @ 8
Tongues.....	@30
Sweetbreads.....	@27
Ox-Tail, per lb.....	8 @ 11
Fresh Tripe, per lb.....	6 @ 5
Fresh Tripe, H. C.....	6 1/2 @ 6
Livers.....	9 @ 11
Kidneys, per lb.....	@11

Veal.

Choice Carcass.....	@18
Good Carcass.....	@15
Good Saddles.....	@22
Good Backs.....	8 @ 14
Medium Backs.....	7 @ 8

Veal Product.

Brains, each.....	8 @ 10
Sweetbreads.....	@37
Calf Livers.....	@38

Lamb.

Choice Lambs.....	@21
Medium Lambs.....	@20
Choice Saddles.....	@23
Medium Saddles.....	@22
Choice Fores.....	@12
Medium Fores.....	@10
Lamb Fries, per lb.....	@30
Lamb Tongues, each.....	@18
Lamb Kidneys, per lb.....	@25

Mutton.

Heavy Sheep.....	@13
Light Sheep.....	@15
Heavy Saddle.....	@16
Light Saddle.....	@22
Heavy Fores.....	@8
Light Fores.....	@8
Mutton Legs.....	@28
Mutton Loins.....	@15
Mutton Steaks.....	@5
Sheep Tongues.....	@18
Sheep Heads, each.....	@12

Fresh Pork, Etc.

Dressed Hogs.....	@14
Pork Loins.....	@28
Leaf Lard.....	@11 1/2
Tenderloins.....	@67
Spare Ribs.....	@35
Butts.....	@18
Hocks.....	@18
Trimnings.....	@11
Extra Lean Trimnings.....	@11
Tails.....	@9
Snouts.....	@4 1/2
Pigs' Feet.....	@4 1/2
Pigs' Heads.....	@9
Blade Bones.....	@9
Blade Meat.....	@12
Cheek Meat.....	@6 1/2
Hog Nerve, per lb.....	4 @ 6
Neck Bones.....	@4
Skinned Shoulders.....	@16
Pork Hearts.....	@5
Pork Kidneys, per lb.....	@6
Pork Tongues.....	@14
Tip Bone.....	@10
Brines.....	@12
Back fat.....	@12
Hams.....	@27
Calas.....	@15
Bellies.....	@19

SAUSAGE.

Columbia, Cloth, Bologna.....	@15 1/4
Bologna, large, long, round, in casings.....	@14 1/4
Choice Bologna.....	@15 1/4

Frankfurters.....	@21
Liver Sausage.....	@21
Tongue and blood sausage, with pork.....	@22
Minced Sausage.....	@17
New England Style Sandwich Sausage.....	@16 1/4
Prepared Luncheon Sausage.....	@18 1/4
Liberty Luncheon Sausage (Berliner).....	@18 1/2
Oxford Lean Butts.....	@34
Pollak Sausage.....	@17
Garlic Sausage.....	@15
Country Smoked Sausage.....	@17
Country Fresh Sausage.....	@21
Pork Sausage, bulk.....	@19
Pork Sausage, short link.....	@21
Luncheon Roll.....	@17
Delicatessen Loaf.....	@18
Ox Tongues, jellied.....	@42
Macaroni and Cheese Loaf.....	@20
Loaf Roll, cooked.....	@

Summer Sausage.

D'Arles, new goods.....	@42
Beef Casings Salami.....	@40
Italian Salami (new goods).....	@44
Capri.....	@33
Holsteiner.....	@25
Peppertoni, long links.....	@34
Farmer.....	@38

Sausage in Brine.

Bologna, kits.....	@ 2.40
Bologna, 1/4 @ 1/2.....	4.00 @ 14.00
Pork, link, kits.....	@ 2.78
Pork, links, 1/2 @ 1/4.....	4.60 @ 16.10
Pollak Sausage, kits.....	@ 2.48
Pollak Sausage, 1/2 @ 1/4.....	4.18 @ 14.30
Frankfurters, kits.....	@ 2.00
Frankfurters, 1/2 @ 1/4.....	5.00 @ 17.50
Blood Sausage, kits.....	@ 3.35
Blood Sausage, 1/2 @ 1/4.....	5.50 @ 19.25
Liver Sausage, kits.....	@ 2.50
Liver Sausage, 1/2 @ 1/4.....	3.30 @ 11.55
Head Cheese, kits.....	@ 2.40
Head Cheese, 1/2 @ 1/4.....	4.00 @ 14.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$18.00
Pickled Plain Tripe, in 200-lb. barrels.....	16.00
Regular H. C. Tripe, in 200-lb. barrels.....	17.75
Pocket H. C. Tripe, in 200-lb. barrels.....	19.75
Pickled hog chitterlings, uncooked, bbls.....	21.25
Pickled hog chitterlings, cooked, bbls.....	30.50
Sheep Tongues, short cut, barrels.....	57.00
Sheep Tongues, long cut, barrels.....	54.00
Pork Tongues, barrels.....	65.50

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6	Per doz.
Corned beef.....	\$ 3.15	\$ 6.00	\$20.00		
Roast beef.....	\$ 3.15	\$ 6.00	\$20.00		
Roast mutton.....	\$ 3.15	\$ 6.00	\$20.00		
Sliced dried beef.....	\$2.75	4.85	8.90	52.00	
Ox tongue, whole.....	13.25	17.50	53.00		
Luncheon tongue.....	2.50	4.75	10.25	35.00	
Corn beef hash.....	1.85	3.15	5.50		
Roast beef hash.....					
Hamburger steak with onions.....	1.85	3.15	6.00		
Vienna style sausage.....	1.20	2.40	4.75		
Luncheon sausage.....	1.30				
Breakfast sausage.....	2.65	4.25			
Veal loaf, med. size.....					2.50

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case.....	\$ 3.30
4-oz. jars, 1 doz. in case.....	6.25
8-oz. jars, 1/2 doz. in case.....	11.50
16-oz. jars, 1/2 doz. in case.....	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@29.50
Plate Beef.....	@26.50
Rollettes.....	@27.50
Rump Butts.....	@27.50
Mess Pork.....	@27.50
Beef Fat Backs.....	@23.00
Family Back Pork.....	@23.50
Bean Pork.....	@23.50

LARD.

Pure Lard, kettle rendered, per lb., tcs.....	@15 1/2
Pure Lard.....	@13 1/2
Cooking oil, per gal., in barrels.....	@ 9 1/2
Bakers' special cooking oil.....	@ 9 1/2
Barrels, 1/2 c over tierces, half barrels, 1/4 c over tierces; tubs and pails, 10 to 80 lbs., 1/4 c to 1 c over tierces.....	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@21
Cartons, rolls or prints, 1 lb.....	@22
Cartons, rolls or prints, 2 1/2 lbs.....	@21 1/2
Shortenings, 30 @ 60 lb. tubs.....	@15
Nut Margarine, prints, 1 lb.....	@22

DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.....	@15.50
Clear Bellies, 14 @ 16 avg.....	@15.00
Clear Bellies, 16 @ 20 avg.....	@14.25
Rib Bellies, 12 @ 14 avg.....	@15.50
Rib Bellies, 14 @ 16 avg.....	@14.00
Rib Bellies, 16 @ 20 avg.....	@10.50
Fat Backs, 12 @ 14 avg.....	@11.00
Fat Backs, 14 @ 16 avg.....	@11.25
Extra Short Clears.....	@13.00
Extra Short Ribs.....	@13.50
Short Clears.....	@14.25
Butts.....	@10.25

WHOLESALE SMOKED MEATS.

Skinned Hams.....	31 @ 32
Regular Hams.....	29 @ 33 1/2
Calas, 4 @ 12 lbs. avg.....	@17 1/2
Calas, 6 @ 12 lb. average.....	@17
New York Shoulders, 8 @ 12 avg.....	@19
Breakfast Bacon, fancy.....	38 @ 40 1/2
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.....	@19
Wide, 12 @ 14 avg. and strip, 6 @ 7 avg.....	21 @ 22 1/2
Wide, 4 @ 6 avg. and strip, 3 @ 4 avg.....	@29 1/2
Dried Beef Insides.....	@44
Dried Beef Knuckles.....	@44
Dried Beef Outsides.....	@34
Dried Beef Sets, best.....	@44 1/2
Skinned Boiled Hams.....	@60

Regular Boiled Hams.....	@39
Boiled Calas.....	@39
Cooked Loin.....	@39
Cooked Rolled Shoulder.....	@39

SAUSAGE CASINGS.

F. O. B. CHICAGO.....	
Beef Rounds, per set.....	@23
Beef Export Rounds.....	@27
Beef Middles, per set.....	@38
Beef Bungas, per piece.....	@23
Beef Weasands.....	@12 1/2
Beef Bladders, small, per doz.....	@12 1/2
Beef Bladders, medium, per doz.....	@15
Hog Casings, free of salt, regular.....	@1.10
Hog Casings, f. o. b., extra narrow.....	@1.50
Hog Middles, per set.....	@22
Hog Bungas, export.....	@22
Hog Bungas, large.....	@16
Hog Bungas, medium.....	@12
Hog Bungas, narrow.....	@8
Hog Stomachs, per piece.....	@5
Imported wide Sheep Casings.....	@
Imported medium wide Sheep Casings.....	@
Imported medium Sheep Casings.....	@

FERTILIZERS.

	Per Unit.
Ground dried blood.....	\$3.15 @ 3.25
Unground and crushed blood.....	2.75 @ 2.85
Concentrated tankage, ground.....	2.50 @ 2.75
Hoofmeal.....	2.25 @ 2.40
Ground tankage, 10 to 11%.....	2.50 @ 2.75
Ground tankage, 9 and 20%.....	2.25 @ 2.40
Crushed tankage, 9 and 20%.....	2.00 @ 2.15
Ground tankage, 6 1/2 and 30%.....	15.00 @ 18.00
Ground raw bone, per ton.....	26.00 @ 28.00
Ground steam bone, per ton.....	22.00 @ 24.00

HORNS, HOOFS AND BONES.

	Per Ton.
No. 1 horns.....	175.00 @ 200.00
No. 2 horns.....	125.00 @ 150.00
No. 3 horns.....	50.00 @ 75.00
Hoofs, black.....	25.00 @ 30.00
Hoofs, striped.....	30.00 @ 35.00
Hoofs, white.....	30.00 @ 35.00
Round shin bones, heavies.....	55.00 @ 57.50
Round shin bones, lights.....	42.00 @ 47.50
Flat shin bones, heavies.....	50.00 @ 52.50
Flat shin bones, lights.....	42.00 @ 47.50
Thigh bones, heavies.....	55.00 @ 60.00
Thigh bones, lights.....	45.00 @ 47.50
Skulls, jaws and knuckles.....	25.00 @ 27.50

LARD.

Prime, steam, cash.....	@ 9.95
Prime, steam, loose.....	@ 9.15
Leaf.....	@ 9.50
Compound.....	@ 9.00
Neutral lard.....	11.75 @ 12.00

STEARINES.

Prime oleo.....	6 1/2 @ 6 1/2
Tallow.....	5 1/2 @ 5 1/2
Gellose, yellow.....	5 1/2 @ 5 1/2
Grease, A white, loose.....	5 1/2 @ 5 1/2

OILS.

Oleo oil, extra.....	11 1/2 @ 11 1/2
Oleo oil, No. 2.....	8 @ 8 1/2
Oleo stock.....	7 1/2 @ 8 1/2
Linseed, loose, per gal.....	@ 50
Corn oil, loose.....	5 1/2 @ 6
Soya bean oil, seller tank, f. o. b. coast.....	4 1/2 @ 4 1/2

TALLOW.

Edible.....	5 1/2 @ 6
Choice country.....	5 1/2 @ 5 1/2
Packers, prime, loose.....	5 1/2 @ 5 1/2
Packers, No. 1, loose.....	4 1/2 @ 4 1/2
Packers, No. 2.....	3 @ 3 1/2

GREASES.

White, choice.....	5 1/2 @ 6
White, "A" loose.....	5 @ 5 1/2
White, "B".....	4 1/2 @ 4 1/2
Bone, naphtha extracted.....	2 1/2 @ 3 1/2
Crackling.....	3 1/2 @ 3 1/2
House.....	3 1/2 @ 3 1/2
Yellow.....	3 1/2 @ 4
Brown.....	3 @ 3 1/2
Pigs' foot grease.....	6 @ 6 1/2
Garbage, grease, loose.....	2 1/2 @ 2 1/2
Glycerine, C. P.....	@ 25
Glycerine, dynamite.....	12 1/2 @ 13
Glycerine, crude soap.....	@ 8
Glycerine, candle.....	nom. 10

COTTONSEED OILS.

White, deodorized.....	8 1/2 @ 8 1/2
P. S. Y., loose, Chicago.....	@ 5 1/2
P. S. Y., soap grade.....	@ 4 1/2
Soap stock, bbls., concn.....	@ 25
Tex.....	2 1/2 @ 3
Soap stock, loose, 50% f. o. b. Chicago.....	1 @ 1 1/2

COOPERAGE.

Ash Pork Barrels, black iron hoops.....	1.90 @ 1.95
Oak Pork Barrels, black iron hoops.....	2.00 @ 2.05
Ash Pork Barrels, galv. iron hoops.....	2.10 @ 2.15
Red Oak Lard Tierces.....	2.65 @ 2.70
White Oak Lard Tierces.....	2.90 @ 2.95
White Oak Ham Tierces.....	@ 3.25

CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@ 9 1/2
Bags.....	@ 9 1/2
Refined saltpetre, crystals, bbls.....	@ 10 1/2
Bags.....	@ 10 1/2
Double refined Nitrate of Soda, gran., f. o. b. N. Y. & S. F., carloads.....	@ 5
Sacks.....	@ 4 1/2
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F., less than carloads.....	@ 5 1/2
Sacks.....	@ 5 1/2
Double refined Nitrate of Soda, crystals.....	@ 8 1/2
Sacks.....	@ 8 1/2
Nitrate of Soda, bags, 100 @ 130 lbs., 1c over.....	@ 16 1/2
Boric acid, crystals to powdered.....	14 1/2 @ 16 1/2
Borax, crystals to powdered.....	8 1/2 @ 9 1/2
Sugar.....	
White, clarified, f. o. b. New Orleans.....	@ 7 1/2
Yellow, clarified, f. o. b. New Orleans.....	@ 7 1/2
Plantation granulated, f. o. b. New Orleans (less 2%).....	@ 8 1/2
Salt.....	
Michigan, granulated, car lots, per ton, f. o. b. Chicago, bulk.....	11.58
Michigan, medium, car lots, per ton, f. o. b. Chicago, bulk.....	13.08

*Stocks exhausted.

Retail Section

Retail Meat Bargains

By John T. Russell, President Meat Council of Chicago.

Meats are selling this week in Chicago at low prices. This is particularly true of forequarter meat (with the exception of rib roasts), which is selling at an extraordinary discount as compared with meat from the hindquarter, although hindquarters themselves are selling at prices which represent bargains as compared with levels prevailing six months ago.

The housewife who can take advantage of these prices now has a rare opportunity to save money by buying judiciously, and especially by concentrating her purchases on heavy meats and forequarter cuts.

For example, smoked "picnics" (pork shoulders) are selling at retail about 10 to 12 cents a pound below hams of the same grade; the heaviest loins (chops) can be obtained 7 cents a pound cheaper than the very light loins; chuck steak of the best grade costs only half as much as porterhouse steak of the same grade. Shoulder of lamb costs about one-third as much as leg of lamb of the same grade. Bacon squares, tasty pieces of bacon, are selling much lower than standard bacon, and standard bacon in turn is selling well below the light fancy grades. [This refers to Chicago market.—Ed.]

In connection with a study of retail marketing factors I recently asked this question of each of twenty women customers in one of my markets: "How would you prepare a beef stew?"

Only seven women of the twenty knew how to prepare this dish. The women may well take a leaf from the book of high-class restaurant chefs, who prepare some of the most delectable dishes—dressed up with fancy names—from the less costly cuts that are so greatly neglected by the ordinary housewife. Their husbands are daily served table d'hôte luncheons of wholesome stews, pot roasts, soups, and boiled dishes—every bit as appetizing and nourishing, when properly prepared, as the more costly steaks and chops usually served at home.

LOCAL AND PERSONAL.

Ray Scott has opened a meat market in Longview, Ill.

The Nicol Meat Market has been opened in Sparta, Wis.

The Schulz meat market has opened at Norfolk, Nebr.

D. L. Collins has opened a meat market in Geneseo, Ill.

H. R. Tucker has opened a meat market in Ottawa, Kans.

J. A. Jensen has opened a meat market in Florence, Ore.

L. Bieniek has bought a meat market in Glenwood, Minn.

F. H. Gerson has opened a meat market in Lake City, Minn.

Ed Zimmerman has opened a meat market in Royal, Nebr.

Charles Messang has bought a meat market in Osseo, Wis.

Thompson Bros. have opened a meat market in Louisa, Va.

Albon Bohner has reopened his meat market in Avon, Minn.

The Critchfield Meat Market, Rockwood, Pa., is being enlarged.

Charles Gwinner has opened a meat market in Delaware, Ohio.

Fred H. Stein has opened his new meat market in Belle Plaine, Minn.

The Shay meat market, Kingwood, W. Va., has been damaged by fire.

William Bergman has bought the Clayton Meat Market at Preston, Ida.

The L. De Vries meat market at Eldora, Ia., has been sold to Franz Kosanke.

Hook & Tipton have opened a live and dressed poultry market in Visalia, Calif.

The Grover Stillbower meat market at Fowler, Ind., has been sold to Ed Sharp.

F. L. Glad has bought the meat market of E. L. Palmer at Bonners Ferry, Wash.

The Jones Bros. meat market at Clear Lake, Wis., has been sold to Burd Grimes.

Irvin Maloney has added a meat department to his grocery store in Antigo, Wis.

E. A. Hagan has bought the meat market of William Bell in Smith Center, Kans.

The S. E. Severson meat market, Janesville, Minn., has been sold to O. O. Wiste.

P. D. Mang and son have purchased the Frank Mang meat market in Little Falls, N. Y.

J. M. Maloy is making a number of improvements to his meat market in Warren, R. I.

S. Brooks & Son have purchased the meat market of H. W. Freeman at McCool, Nebr.

Adam Brown expects to open a chain of 25 or 30 meat markets in Spokane, Wash.

The Alvin Vickers meat market at Chetek, Wis., has been sold to T. W. Julian.

The Pierce & Dufour meat market at Marquette, Mich., has been sold to A. J. Dufour.

Alvin Kramm, meat dealer at Redwood Falls, Minn., has been succeeded by John Schmidt.

Asman & Cody have purchased the H. A. Stillings meat market in Milford Center, Ohio.

Hansen & Nelson have sold their meat market in Junction City, Ore., to Barzell & Houston.

Fred Reudizer sold his interest in the meat business at West Point, Nebr., to Avery Jones.

George W. Atkinson is preparing to open a meat market in the Community Store, Nevada, Iowa.

A new meat market has been opened in Littlefield, Ill., in connection with Butler's grocery store.

John Callan has bought a building in Grangeville, Ida., where he will open a meat market.

A. L. Heimbach has been succeeded in the meat business at Coldwater, Mich., by Jay Wickes.

The Garfield Meat Company is about to establish a \$2,000 refrigeration plant at Garfield, Wash.

Ed Zender and Lloyd Bennett have bought the Batcheller meat business at Ellendale, N. D.

George Crabill and William Fleharty will open a meat market and grocery store in Olympia, Wash.

William Wood is making extensive improvements in his meat and fish market in Mt. Kiseo, N. Y.

L. C. Jones and Leon Bimat have leased the Yetttem Meat Market at Visalia, Calif., from N. Tashjian.

Benton McCoaren has purchased the Cummings Bros. meat market and grocery store at Davis City, Ia.

J. M. Wymore has succeeded to the entire business of the meat firm of Wymore & Dinsmore, Peru, Nebr.

W. W. Muddford and Charles Bedell have bought the Central Meat Market, Oneonta, N. Y., from Dexter Ingalls.

W. L. Smith has sold his interest in the Peoples Meat Market, Albert Lea, Minn., to his partner, J. P. Jensen.

W. H. Lamb has reopened the Virginia City Meat Market at Virginia City, Mont., which he recently purchased.

Olson & Lien have sold their meat market in Mondovi, Wis., to Gus Skogstad, who has sold it to H. J. Todahl.

Nels Christiansen has sold a half interest in his meat business at Redwood Falls, Minn., to A. B. Cameron.

The butcher shop of Lewis Kehl at East Greenville, Pa., has been destroyed by fire. The loss is estimated at \$7,000.

John Bierwirth has sold his interest in the Charter Oak Meat Market, Denison, Iowa, to his partner, Herman Estes.

Fred Merik has sold his interest in the meat business in Bessemer, Mich., to Mr. Whitburn who is now sole owner.

The new community meat market in Muncie, Kans., is now assured, stock to the value of \$1,500 having been sold.

W. H. Coughlin and F. H. Barnes have opened a cash and carry meat market at 17 Forest avenue, Fond du Lac, Wis.

Gustafson & Lundquist, meat dealers at Souris, S. D., have dissolved partnership. Mr. Gustafson will continue in the business.

H. Lackey, proprietor of the Lackey Meat Market, Three Rivers, Mich., has sold a half interest in his business to Leon McJury.

W. H. Warren has sold his meat market in Hillyard, Wash., known as the O. K. Market & Grocery, to the Adam Brown Packing Company of Spokane.

The Wisconsin Meat Company has been incorporated at Milwaukee, Wis., with a capital of \$4,200. The incorporators are Paul R. Wiesner, Wm. Oeckel and Lorenc Bororch.

THE BUSINESS QUIZ.

In the last issue of The National Provisioner an eleventh set of six questions of primary importance to every business man was printed on this page. Following are the questions repeated, with their answers:

Question No. 1—What is the meaning of the term "to allocate"?

Answer—"To allocate" means to assign or allot shares, items or figures to another individual or concern.

Question No. 2—What is known as "bailment" in business?

Answer—Bailment means the delivery of goods to a person in trust on the understanding that they shall be returned upon the fulfillment of the purpose for which they were bailed.

Question No. 3—What is known as a "domiciled bill"?

Answer—A domiciled bill is one not made payable at the residence or business place of the acceptor, but one upon which the place of payment is inserted at the time of acceptance.

Question No. 4—Do you consider a "post dated" certified check valid?

Answer—A post dated certified check carries on the face of it a notice to the payee that the official certifying the check was acting beyond his authority.

Question No. 5—What is your understanding of the term "embargo"?

Answer—An embargo is, (a) a war measure, (b) an order to prevent the removal of property, pending legal proceedings against the owner.

Question No. 6—What is known as the "peak hour" for business complaints and why?

Answer—The "peak hour" for complaints in business has been fixed at between two and three p. m., as at this time energy is at the lowest ebb of the day, mistakes happen and complaints arise in consequence.

Next week six more questions will be put and answered in the following issue.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Although trade at Eastern markets has been generally slow, all markets held Monday's advance on beef. Other fresh meats weakened under moderate to liberal supplies, but closed slightly above one week ago.

Choice steer beef was scarce at all markets, but ample for the limited demand. Under liberal supplies, other grades were held firm at Monday's opening prices, as some accumulation resulted. Boston was the strong point, where additional gains of \$1 were made on steers and 50 cents on cows. Barring a decline of 50 cents on good cows at New York, the tendency was upward. An uneven demand for bulls caused prices to fluctuate. New York declined \$1, while other markets gained 50 cents to \$1. The general firmness of kosher beef markets during the first half of the week was followed by sharp declines during the latter half at New York, where closing prices were \$2 lower; other markets held steady under a slow demand.

With practically no choice veal offered, markets were unsettled and prices declining. Monday's advances were lost at all markets except Philadelphia, where only slight declines were registered.



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WEEKLY MEAT TRADE REVIEW.

Armour & Company, in their weekly review of the meat trade conditions, today say:

The meat trade continues irregular as a result of its effort to establish stable levels. Sugar cured smoked meats remain relatively cheap and as a result they are moving freely into domestic trade channels. Fresh pork trade was only fair, prices declining somewhat in line with the price of live hogs.

The beef trade showed some improvement in prices. During the latter part of the week the price of live cattle eased a little in response to the unsatisfactory condition of the demand for fresh beef.

Export trade remains dormant. Trading in spot stocks is slow and somewhat limited, indicating a reluctance on the part of traders to buy in a market so liable to unusual price fluctuations.

MEAT DEMAND AND PRICES.

(Continued from page 17.)

The market has been very sensitive, and probably on account of curtailment in the purchasing power of many consumers increased quantities of beef could be marketed only at somewhat lower levels. Nothing could indicate better how closely supply and demand affect the cattle market than developments during the past month.

During the week ending March 26th, which was the last week of Lent, the fresh meat trade was very dull, as is usual at that season. It is hoped that, with the Lenten season over, there will be a better demand for beef. The market for hides and other by-products continues to work lower, and the current production cannot be marketed. This condition causes an unusually wide spread between the price of live cattle and dressed beef.

The Colorado-fed lambs continued to run freely all during the month of March, but the volume has been fairly constant and the lamb trade is on a fairly healthy basis.

Outlook Has Favorable Trend.

The immediate prospect is not without favorable indications. Packers are at the brink of the spring trade which normally brings an increase in the consuming demand relative to the current supply of livestock and meat. Moreover, pork stocks are low in the far West, the South, the East and Canada. Sooner or later these sections must come into the market more vigorously to fill their needs.

With Monday's opening prices unevenly \$1 to \$2 higher on lambs than the previous Friday, the advance was held for the day only and daily declines followed, with a degree of steadiness at the end of the week. Philadelphia was the weak spot, where declines of \$2 on all grades were registered. Heavy lambs comprised the bulk of the offerings.

There was a marked decrease in receipts of mutton, which met an uneven demand. New York weakened early in the week and declined \$1 to \$1.50, while other markets held steady and closed generally firm.

Under light to moderate receipts and fair demand, Monday's advances on pork were held until late in the week, when New York and Philadelphia declined \$1 on all averages of loins. Closing conditions were generally steady.

Boston closed barely steady on beef; weak on veal and heavy lambs; other meats steady. There is a light carryover of beef, veal and heavy lambs. At New York beef closed barely steady; veal weak; lambs and mutton steady to firm and pork strong. There is a light carryover of beef and veal. Beef, veal, mutton and pork closed steady at Philadelphia and lambs dull and weak. Some pork and lambs will be carried over.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, April 6, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 26@30c; green hams, 8@10 lbs., 25c; 10@12 lbs., 25c; 12@14 lbs., 23c; green clear bellies, 8@10 lbs., 20c; 10@12 lbs., 20c; 12@14 lbs., 18c; green rib bellies, 10@12 lbs., 19½c; 12@14 lbs., 18c; sweet pickled clear bellies, 8@10 lbs., 17c; 8@10 lbs., 18c; 10@12 lbs., 17½c; 12@14 lbs., 16c; sweet pickled rib bellies, 10@12 lbs., 16c; 12@14 lbs., 15c; sweet pickled hams, 8@10 lbs., 26c; 10@12 lbs., 25c; 12@14 lbs., 23c; dressed hogs, 17½c; city steam lard, 10½c; compound, 9c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 26c; 10@12 lbs., 25c; 12@14 lbs., 24c; 14@16 lbs., 22c; skinned shoulders, 15c; boneless butts, 24c; Boston butts, 17c; lean trimmings, 11c; regular trimmings, 7c; spare ribs, 13c; neck ribs, 4c; kidneys, 4c; livers, 2c; tails, 9c; pig tongues, 10c.

New York Section

L. H. Heyman, vice-president of Morris & Company, is in New York.

T. F. Murphy succeeds Geo. Ludeking as manager of the Elizabeth branch of Wilson & Company.

Recent visitors on the Produce Exchange were W. B. Disbro, Atlanta, Ga., and P. D. McCarley, Atlanta, Ga.

C. H. Kane, Chicago construction department, and A. E. Bump, Boston construction department of Swift & Company, are in town this week.

S. C. Frazee, general superintendent, L. C. Palmer, beef department, and H. K. McBride, construction department, Wilson & Company, Chicago, were in town this week.

R. E. Pearsall, produce department, Carl Fowler, branch house department, and R. E. Yocum, general office of the Cudahy Packing Company, Chicago, are in town this week.

James Clark, in charge of the live cattle shipping department of Morris & Company, has returned from England and is visiting the branch houses in New York before going on to Chicago.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, April 2, on shipments sold out, ranged from 13 to 17 cents per pound, and averaged 15.65 cents per pound.

Secretary Wm. H. Hornidge of the United Master Butchers was the hero of the closing hours of the fight against the Dickstein Sunday-opening bill at Albany. "Uncle William" was on the job from daylight until past midnight, and the bill was buried 96 to 31. Uncle knows the ropes, having been a statesman himself. Besides, he had the right side of the case.

Richard Frankenfelder, of B. Frankfeld & Co., the well known produce exchange firm, sails Saturday for a three-months' trip to England and the Continent to look over the foreign situation. Mr. Frankenfelder's firm has had long experience in the export and import business, and its foreign connections and correspondence are varied and numerous; hence this extended trip. They are firm believers in personal interviews with their clients.

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, April 2, 1921, are reported by the New York City Health Department as follows: Meat—Manhattan, 2,219 lbs.; Brooklyn, 209 lbs.; Queens, 526 lbs.; total, 2,954 lbs. Fish—Manhattan, 80 lbs.; Brooklyn, 30,060 lbs.; Queens, 1 lb.; total, 30,141 lbs. Poultry and game—Manhattan, 1,343 lbs.; Brooklyn, 3 lbs.; total, 1,346 lbs.

The annual banquet and reception of the Brooklyn branch of the Master Butchers Association of America will be held at the Elks' clubhouse, 144 South Oxford street, Brooklyn, Thursday evening, April 21. The dinner will commence at 8 p. m. sharp. Royal S. Copeland, commissioner of health, will deliver an address on matter pertaining to the meat business and to the health of the people. Hon. George W. Martin, judge of the County court, will

also make an address. There will be three lady singers and Captain Rice will tell stories. Tickets are \$4 and may be purchased from Joseph Lehner, 161 Fort Greene place, or from the committee. Charles Grismer, ex-national president, will be chairman.

The new establishment of the Packing House & By-Products Co., Inc., at 2 Rector street, New York City, is conducted by W. J. Canary and E. J. Verde. Mr. Canary has had many years' experience with a big packer and his specialties are by-products of all kinds, fertilizers, chemicals, acids, etc. Mr. Verde is also an old packing man. With their qualifications and experience there is little doubt that this new firm will be heard from in their own particular field in short order. They are both energetic and hard workers, whose middle name is Hustle, and that is the type of today's business man who usually gets what he goes after.

The rapid growth of the B. Stilling Andersen Company, formerly in the Woolworth building, has made it necessary for them to secure larger quarters, and they are now located at the corner of Whitehall and Bridge streets, New York City, which is splendidly situated for their business and a stone's throw from the Produce Exchange. This business has grown very large in the past two years, due to the untiring work and ability of Mr. C. E. Grim, American representative of this old-established and well-known foreign firm. His staff are men of experience and wide acquaintance; such men as E. J. Gash, son of the famous Joe Gash of cotton oil fame; R. J. Stelljes and M. J. Bressler, both experts in packing-house products and by-products. This is one of the very few firms whose members do not sit at their desks and complain about business conditions, but are out on the job and get the business. And that is what counts these days.

MASTER BUTCHERS EAT MORE MEAT.

(Continued from page 47.)

help being famous. The tallest trees are of interest to everyone. I do not know of an industry "bigger" than the meat industry. Certainly it is one of the "big" ones. That alone would make it a significant industry. But when you look into this matter of "bigness" and see that it is due to the fact that "big" service is rendered, that it meets "big" human needs in a "big" way, you will be willing to concede that the "bigness" of the meat industry is a legitimate cause for pride. The meat industry IS big. Its raw materials are grown by fifty per cent of the country's population, its manufacturing is carried on by big manufacturing units, its distribution is effected by a real army of retailers, the final consumer of its products is the whole nation.

Fight for Business Freedom.

Ninth, it has always led the fight for business freedom.

Although the American people profess to believe in business, they have been jealous guardians of individual businesses. Business men sometimes even doubt whether the general public truly believes in business. Because it deals in a fundamental food essential, the meat industry has ever been subjected to legislative attack. If I should attempt to tell you the story of the thousand and one attempts made at shackling the meat industry, I should spend many hours with you. But

although the meat industry has been the chief target of attack for those who fetter and cripple business, the meat industry has never hesitated to fight for its freedom. And it has made its fight boldly, openly and gamely. It has fought with the weapons of TRUTH, it has insisted that all the facts be brought out before the people, that full information be given and that when there was an enlightened public opinion, it would gladly abide by its verdict.

I shall stop with these nine reasons for being proud of being in the meat business. There are many other reasons, however. When I think of the rank and file engaged in the industry and begin to recall the hundreds, even thousands, of good of them whom I have known, I am tempted to say that each of these acquaintances constitutes a good reason for being proud of our industry. Yes, we can all be proud of the great industry of which we are a part. It is so deeply imbedded in the social organism—so vital to its activities, that it can be compared to the circulatory system of the body. We each contribute to it, we each receive some quota of return for our service. We are truly a part of big public service—and well may we take pride in the industry as a whole, as well as in our immediate part which each of us plays.

Why Meat Is Good to Eat.

Dr. Edwin F. Bowers, head of the research and editorial department of the E. W. Hellwig Company, author of "Eating to Live Long" and many other books on nutrition and health, was the next speaker.

While admitting that the excessive use of meat—or the excessive use of anything—is a detriment to health, Dr. Bowers emphasized the fact that beef steak—which is taken by dietitians as the working standard among meats—is absorbed and utilized up to within 2.8 per cent of its total protein content.

On the other hand, many of the famous vegetarian foods, such as oatmeal, yield up only 18.6 per cent of their protein to the digestive processes. The remaining 81.4 per cent of protein passes unaltered through the alimentary canal—except for such decidedly harmful changes as develop from fermentation.

Nuts, beans, and many other foods that show even a higher protein content than meat, are objectionable, the speaker pointed out, for the reason that they contain principles highly irritating to the delicate lining of the digestive tract, and for this reason, are fit for only occasional use.

Says Milk Not Practical Food.

Milk, while a relatively complete food, is not a practical food for two reasons. First, it is quite lacking in iron, and its exclusive use would inevitably produce anemia, with all the dangerous disorders anemia brings about. And next, it would have to be taken in such amounts that to get rid of the water content would put an excessive strain of elimination upon the kidneys.

Chopped hay, pulverized door-mat, ground alfalfa, and other delectable vegetable foods are perfectly ideal, especially for cattle. With seven stomachs, and unlimited time to devote to the gentle process of digestion, cattle are admirably fitted to thrive on a strict vegetarian diet. But humans thrive best on the finished product of this diet of the food animal—which is its meat.

In brief, the further away a person drifts from a diet balanced around meat, the

more certain is he to lose vigor and vitality, to develop decreased resistance to disease—to become subnormal, in every way.

These are facts that have been generally ignored, or they have not been understood. Meat eaters—and particularly meat sellers—have been accustomed of late years to assume an apologetical attitude on the meat question.

Misled by Anti-Meat Propaganda.

The propaganda of the anti-meat eaters has been so aggressive and so persistent that thousands of free Americans now approach a steak or a pair of chops with fear and trembling. The specter of uric acid, kidney disease and increased susceptibility to all forms of infection has been held before their eyes so long that it remains there—as a visual image.

Such a large and variegated assortment of misinformation has been handed out to the public that, in the interests of the health of the community, a back-fire against this propaganda is imperatively demanded.

Articles should be written, giving authoritative data combating the claims of the nutarians and vegetarians. Booklets for general distribution should be prepared, showing that the conquering race—or the conquering man or woman—are meat eaters. The reading of books of an informative and authoritative character—such as "Eating to Live Long," Dr. Lorand's "Old Age Deferred," and other works, giving the actual status of meat—should be encouraged.

Advertise Uses of Meat.

An advertising campaign should be planned, setting forth in strong, convincing terms, the utilitarian uses of meat, the ease and completeness with which it is digested, the strength and stamina to be derived from it—when taken in proper balance. This proper balance should be outlined, and logical reasons given for the proportions of starches, sugar, fats and green vegetables necessary to maintain the most physical condition.

By this means the arguments of the irrepressible faddists can be met, the increasing antipathy toward meat overcome, and sanity in matters dietetic once more restored.

After Dr. Bowers had spoken, Secretary C. B. Heinemann of the Institute of American Meat Packers, who had come from Chicago for the meeting, was introduced. Mr. Heinemann was warmly received and his genial personality made a hit, as usual. His address will appear in full in the next issue of THE NATIONAL PROVISIONER.

Among those present at this event were the following:

Messrs. Irving Blumenthal, Isaac Israelson, Ben Strauss, Henry J. Belhumeur, Samuel Frank and Sydney Half of the United Dressed Beef Co.; Mr. Chas. Abbott and friend, Mr. J. Acker, Mr. C. B. Heinemann, Mr. Paul I. Aldrich. Armour and Company was represented by Messrs. Van Pelt; H. G. Mills, assistant superintendent; John Fallon, manager of Fort Green (Brooklyn) branch; C. A. Triplett, manager of Tenth Avenue branch, and F. E. Lester, manager Brook Avenue branch.

In Mr. and Mrs. Rudl Arndt's party were Mr. and Mrs. Riegelman, Mr. and Mrs. Weinger, Mr. and Mrs. Sam Marcus, Mr. and Mrs. Sam Glazer and Mr. Martin Carroll; in Mr. and Mrs. I. Bloch's party were Mr. and Mrs. E. Bloch, Mr. and Mrs. Werner, three members of Donald & Co., Newark, and lady; in Mr. and Mrs. Herman Bloch's party were Mr. and Mrs. Carl Michels, Henry Laib, Milton Ottenheimer and Mr. and Mrs. Max Lyons.

Mr. Edward Bliss, Mr. Herman Brandt, Mr. G. Buxbaum and friend, Mr. Ben Berg, Mr. S. Blum and friend, Mr. L. E. Beckman. Mr. Sam Brown had a party of twenty. Messrs. Baldwin Bros., J. Bigard

and friend, Dr. Edwin F. Bowers and friend.

In Mr. and Mrs. Edward Collins' party were Mr. and Mrs. Wm. Schweitzer, Mr. Emil Weiss, Miss Stein and Mr. Max Rauscher; Mr. J. Cohen and friend. The Cudahy Packing Company was represented by Messrs. G. A. Hanley, H. Douglas, J. A. Grace and J. A. Brooks.

Mr. Pendleton Dudley and Mr. and Mrs. Groff. In Mr. and Mrs. J. Drumm's party were Mr. and Mrs. Patria, Mr. and Mrs. Schweitzer, Mr. Farrell and son and Mr. and Mrs. Gummerman.

Mr. Julius Dietz, Mr. A. Dreyfus and friend, Mr. Chas. Ewald and friend, Mr. A. Elsler and friend, Mr. Geo. A. Fink, Mr. L. Fuld, daughter and son-in-law, Mr. Louis Frank and friend, Mr. Dave Feldenhelmer and friends, Mr. Louis Goldstein and friends.

President August Grimm and wife had in their party Mr. and Mrs. Frank P. Burck, Mr. Arthur Burck, Mr. and Mrs. H. Chipps, Mr. and Mrs. Henry Hoffman, Mr. August Menje and Mrs. W. I. Causey. Mr. S. Gutfreund. Mr. H. Greenbaum had in his party Mr. Chas. Hasslop, Mr. H. Smith, wife and sister-in-law and Mr. John Iseman; Mr. Leo Gumberg, Mr. Henry Garson and friend.

In Mr. and Mrs. Louis Goldschmidt's party were Mr. and Mrs. Jacob Bloch, Mr. and Mrs. Jacob Schmidt, Herbert Strauss and mother, Mr. Arthur Westervelt and lady. Mr. Joseph Heim, treasurer of the Welfare Committee, had a party of twenty. Mr. Wm. H. Hornidge, secretary of Ye Olde New York Branch, Mr. Chas. Hovey, Messrs. Heinrichs and Blan, Mr. W. Hanauer, Mr. Hobick and friend, D. Harrington and friend.

Mr. and Mrs. E. W. Jenkins had in their party Mr. Chas. Catanese and lady and Mr. Emanuel Rothschild. Mr. Louis Kohnstaum. Mr. Geo. Kramer, secretary of the Welfare Committee, and brothers had a party of ten. Kraus Bros. In Mr. and Mrs. H. Kirschbaum's party were Mr. and Mrs. M. Kirschbaum, Mr. and Mrs. G. Kirschbaum, Mr. and Mrs. A. Kirschbaum and Mr. and Mrs. Israelson. Mr. Louis Kramer, Mr. H. D. Knoop.

Mr. Moe Loeb, chairman of the Welfare Committee, and Mrs. Loeb had in their party Mr. and Mrs. Rosenberg, Mr. and Mrs. Walters, Mr. Joseph Schulem, secretary of Judge Rolasky, and wife, and Mr. Smith of Oklahoma. In Mr. and Mrs. Morris Leshin's party were Mr. and Mrs. A. Leshin, Mr. and Mrs. J. Leshin, Mr. and Mrs. J. Cohn and Mr. and Mrs. M. Cohn, Mr. Max Loeb and friend.

Messrs. Lass & Cohen, Mr. M. Mabruck and friends, Mr. J. Meyer. Morris & Company was represented by Messrs. R. A. Evans, G. Block, S. Norcott, H. Boyer and L. Cornell, Mr. May. Nagle Packing Company was represented by Messrs. E. A. Nagle, F. C. Bamberger, H. F. Schmidt, Morris Mayer and B. O. Crowley. The New York Butchers Dressed Meat Company was represented by Messrs. Nick Meyer, Louis Meyer, E. F. Edwards and F. Insetta.

Mr. W. H. Noyes, Mr. L. Oppenheimer and friends. In Mr. and Mrs. Arthur Ochs' party were Mr. and Mrs. M. Ochs, Mr. and Mrs. F. H. Sonn, Mr. and Mrs. Weitzstein, Mr. Gus Marx, Mrs. J. Bloch. In Mr. and Mrs. Robert Platt's party were Mr. and Mrs. Martin Wagner, Mr. and Mrs. Fred Blumer, Mr. and Mrs. Marcus, and Mr. and Mrs. Martin Spent. Mr. I. Ruffe and friends, Mr. Thomas M. Reid, Mr. Hugo Ringleman and friend, Mr. Albert and William Rohe and friends, Mr. Rudolph, Mr. M. Schwartz and friend.

In Mr. and Mrs. Chas. Stern's party were Mr. and Mrs. Albert Maymon, Miss Pearl Solomon, Mr. Leopold Stern and Miss Lillian Harriett. Mr. D. Steigerwald and friends. In Mr. and Mrs. Geo. H. Shaffer's party were Mr. and Mrs. Geo. H. Shaffer, Jr., Miss Grace Shaffer, Mr. John Genner-

isch, Mr. and Mrs. Wm. Krug and Mr. and Mrs. Frederick Wilke.

Joseph Stern & Son were represented by Messrs. F. L. Bisbee, J. H. Burns, E. Rothschild, S. Bruner and S. Stone. Swift & Company were represented by Messrs. Leroy J. Fluckiger, beef department; T. C. Sullivan, manager Williamsburg branch; William Kelly, manager Harlem branch; W. S. Cleary, Brooklyn branch, and Mago Sheehan.

Mr. Wm. Schweitzer and friend, Mr. Jacob Schmidt and friends, the N. Schweitzer Co., Mr. H. T. Vetter and friend, Mr. W. G. Vetter, Mr. A. S. Westerfield and friend, Mr. Martin Wagner and friends, Mr. Werder.

Wilson & Company were represented by Messrs. W. A. Lynde, manager; Louis Joseph, M. Carroll, W. Wirsing, B. Wertheimer, J. Bauer, A. Samuel and I. Stiefel.

Mr. Otto V. Schrenk, president of The National Provisioner and Miss M. B. Phillips.

The Brooklyn branch was represented by Mr. and Mrs. Albert Rosen, Mr. Jacob Weyler, Miss Harris, Mr. Milford Newman, Miss Lillian Rosen, Mr. Henry Ahrens, Miss Mudder, Mr. and Mrs. E. Celler, Mr. Strassberger, Miss Stern, Mr. and Mrs. Edw. Klesper, Mr. and Mrs. John Hildeman, Mr. and Mrs. Hill, Mr. and Mrs. Frank P. Burck, Mr. and Mrs. Hoffman, Mr. Arthur Burck, Mr. and Mrs. Stellen, and Mr. and Mrs. Chas. Steen.

T. A. ADAMS ELECTED CHAIRMAN.

Recognition of the work accomplished by T. Albeus Adams of Montclair, N. J., in promoting the movement to connect New York and New Jersey by vehicular tunnel has been shown by his unanimous election as chairman of the New Jersey Interstate Bridge and Tunnel Commission at its reorganization meeting in Trenton recently. Mr. Adams had been reappointed a member of the commission by Governor Edwards.

In 1916 Mr. Adams helped to organize the Essex County Tunnel Committee, and this organization secured the support of the public for the project and necessary legislation at Trenton and Albany was enacted, despite strenuous objections.

Mr. Adams was for a number of years general manager in New York and vicinity of one of the large Chicago packing-houses, and later with his brother, R. A. Adams, incorporated Adams Brothers Company, opening in the principal cities in the East wholesale distributing depots for dressed beef, provisions and poultry. He was president of the Gansevoort Bank and later established the Manhattan Refrigerating Company in New York, Union Terminal Cold Storage Company in Jersey City, and Kings County Refrigerating Company in Brooklyn, which have increased rapidly in size and importance. Mr. Adams is a director of several corporations, is a member of many clubs and has always had time for charitable and philanthropic work. His brother and he built the Adams Memorial Church at Westfield, Pa., in memory of their mother.




NEW YORK
RIVERSIDE MOTOR SALES, Inc.
BROADWAY at 166th STREET
Phone, Wadsworth 5494

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to prime.....	7.50@ 9.85
Cows, common to choice.....	1.75@ 6.60
Bulls, fair to choice.....	5.00@ 6.35
Heifers, mixed.....	@

LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	12.00@12.25
Calves, veals, culls, per 100 lbs.....	4.50@ 6.00
Calves, veals, small, per 100 lbs.....	3.00@ 4.00

LIVE SHEEP AND LAMBS.

Spring lambs, prime, 100 lbs.....	10.75@11.00
Sheep, ewes, prime, per 100 lbs.....	6.25@ 6.50
Wethers.....	6.75@ 7.50
Sheep, culls, per 100 lbs.....	3.00@ 3.75

LIVE HOGS.

Hogs, heavy.....	@10½
Hogs, medium.....	@11½
Hogs, 140 lbs.....	@11½
Pigs, under 70 lbs.....	@11½
Rough.....	@ 8½

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	@20
Choice, native, light.....	@20
Native, common to fair.....	@18

WESTERN DRESSED BEEF.

Good, native, heavy.....	@18½
Choice, native, light.....	@18½
Native, common to good.....	@18
Choice, Western, heavy.....	@18½
Choice, Western, light.....	@17
Common to fair, Texas.....	@17
Good to choice heifers.....	@18
Common to fair heifers.....	@17
Choice cows.....	@16
Common to fair cows.....	@15
Fresh bologna bulls.....	@12½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@25	@28
No. 2 ribs.....	@17	@20
No. 3 ribs.....	@12	@18
No. 1 loins.....	@29	@32
No. 2 loins.....	@20	@24
No. 3 loins.....	@13	@18
No. 1 hinds and ribs.....	@23	@24
No. 2 hinds and ribs.....	@21	@22
No. 3 hinds and ribs.....	@18	@20
No. 1 rounds.....	@14	@15
No. 2 rounds.....	@12	@13
No. 3 rounds.....	@11	@12
No. 1 chucks.....	@10	@12
No. 2 chucks.....	@7	@9
No. 3 chucks.....	@7	@8

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	@21
Western calves, choice.....	@20
Western calves, fair to good.....	@15
Grassers and buttermilks.....	@12

DRESSED HOGS.

Hogs, heavy.....	@16½
Hogs, 180 lbs.....	@16½
Hogs, 160 lbs.....	@16½
Hogs, 140 lbs.....	@17½
Pigs.....	@17½

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@
Lambs, choice.....	@22
Sheep, choice.....	@14
Sheep, medium to good.....	@11
Sheep, culls.....	@10

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@28
Smoked hams, 12@14 lbs. avg.....	@27
Smoked picnic, light.....	@18
Smoked picnic, heavy.....	@17
Smoked shoulders.....	@20
Smoked beef tongue, per lb.....	@48
Smoked bacon (rib in).....	@27
Dried beef sets.....	@48
Pickled bellies, heavy.....	@18

FRESH PORK CUTS.

Fresh pork loins, Western.....	@28
Frozen pork loins.....	@28
Fresh pork tenderloins.....	@25
Frozen pork tenderloins.....	@25
Shoulders, city.....	@18
Butts, regular, Western.....	@20
Butts, regular, fresh city.....	@20
Butts, boneless, Western.....	@25
Fresh hams, city.....	@25
Fresh picnic hams, Western.....	@15
Extra lean pork trimmings.....	@15

BONES, HOOFS AND HORNS.

Round shin bones, avg., 45 to 50 lbs., per 100 pcs.....	80.00@100.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pcs.....	70.00@ 80.00
Black hocks, per ton.....	40.00@ 50.00
Striped hocks, per ton.....	40.00@ 50.00
White hocks, per ton.....	70.00@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	90.00@100.00
Horns, avg. 7½ oz. and over, No. 1.....	225.00@275.00
Horns, avg. 7½ oz. and over, No. 2.....	175.00@200.00
Horns, avg. 7½ oz. and over, No. 3.....	100.00@150.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L.C., trim'd.....	@40c
Fresh steer tongues, untrimmed.....	@30c
Calves heads, scalded.....	@60c
Sweetbreads, veal.....	@75c
Sweetbreads, beef.....	@60c
Beef kidneys.....	@15c
Mutton kidneys.....	@5c
Livers, beef.....	@20c
Oxtails.....	@15c
Hearts, beef.....	@7c
Rolls, beef.....	@22½c
Tenderloin beef, Western.....	@50c
Lambs' fries.....	@9c

BUTCHER'S FAT.

Ordinary shop fat.....	@ 1½
Suet, fresh and heavy.....	@ 4
Shop bones, per cwt.....	@25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@2.00
Sheep, imp., medium wide, per bundle.....	@1.45
Sheep, imp., medium, per bundle.....	@1.25
Sheep, imp., narrow, per bundle.....	@.75
Hog, free of salt, tea, or blis., per lb., f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.75
Hog middles.....	@26
Hog bungs, export.....	@18
Beef rounds, domestic, per set, f. o. b. New York.....	@28
Beef rounds, export, per set, f. o. b. New York.....	@32
Beef middles, f. o. b. New York.....	@24
Beef middles, per set, f. o. b. New York.....	@43
Beef, weasands, No. 1s, each.....	@12
Beef bladders, small, per doz.....	@1.40
Beef, weasands, No. 2s, each.....	@6

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	17½	20½
Pepper, Sing., black.....	10½	13½
Pepper, red.....	28	30
Allspice.....	6	9
Cinnamon.....	18	16
Coriander.....	4½	7½
Cloves.....	21	26
Ginger.....	11	14
Mace.....	38	43

CURING MATERIALS.

	Bbls.	Dble. bags.
Refined saltpetre, granulated.....	9½	9½
Refined saltpetre, small crystals.....	10½	10½
Refined nitrate soda, C. L., gran.....	5	4½
Refined nitrate soda, C. L., gran.....	5½	5½
Refined nitrate soda, C. L., crystal.....	5½	5½
Refined nitrate soda, L. C. L., crystal.....	6	5½
Double refined nitrate of soda and saltpetre in kegs, 100 to 130 lbs. net, 1c over above prices.		

GREEN CALFSKINS.

No. 1 skins.....	@.16
No. 2 skins.....	@.14
No. 3 skins.....	@.06
Branded skins.....	@.06
Ticky skins.....	@.11
No. 1 B. M. skins.....	@.00
No. 2 B. M. skins.....	@.00
No. 1, 9½@12½ lbs.....	@1.50
No. 2, 9½@12½ lbs.....	@1.30
No. 1 B. M., 9½@12½ lbs.....	@1.00
No. 2 B. M., 9½@12½ lbs.....	@.85
Branded skins, 9½@12½ lbs.....	@.70

Ticky skins, 9½@12 lbs.....	@.30
No. 1, 12½@14 lbs.....	@2.00
No. 2, 12½@14 lbs.....	@1.75
No. 1 B. M., 12½@14 lbs.....	@1.50
No. 2 B. M., 12½@14 lbs.....	@1.25
No. 1 kip, 14@18 lbs.....	@2.50
No. 2 kips, 14@18 lbs.....	@2.25
No. 1 B. M., 14@18 lbs.....	@1.90
No. 2 B. M., 14@18 lbs.....	@1.65
No. 1 heavy kips, 18 lbs. and over.....	@4.00
No. 2 heavy kips, 18 lbs. and over.....	@2.75
Branded kips.....	@1.50
Heavy branded kips.....	@2.00
Ticky kips.....	@1.50
Heavy ticky kips.....	@2.00

All skins must have tail bone cut.

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.....	@40
Western, 48 to 56 lbs. to dozen, lb.....	@42
Western, 43 to 47 lbs. to dozen, lb.....	@39
Western, 36 to 42 lbs. to dozen, lb.....	@37
Western, 30 to 35 lbs. to dozen, lb.....	@32
Western, under 30 lbs. to dozen, lb.....	@30
Fowls—Fresh—dry packed, corn fed—12 to box.	
W'n, 60 lbs. and over to dozen, lb.....	@39
Western, 48 to 56 lbs. to dozen, lb.....	@42
Western, 43 to 47 lbs. to dozen, lb.....	@39
Western, 36 to 42 lbs. to dozen, lb.....	@37
Western, 30 to 35 lbs. to dozen, lb.....	@32
Western, under 30 lbs. to dozen, lb.....	@30

Fowls—Fresh—Dry Packed—Barrels.	
Western, dry picked, 5 lbs. and over, lb.....	@39
Western, dry picked, 4½ lbs. each, lb.....	@40
Western, dry picked, 4 lbs. each, lb.....	@40
Western, dry picked, 3½ lbs. each, lb.....	@37
Western, dry picked, 3 lbs. and under, lb.....	@33
Old Cocks—Fresh—dry packed—boxes or blis.	
Western, dry picked, boxes.....	@26
Western, scalded.....	@26

Ducks—	
Long Island Spring Ducklings, per lb.....	@48
Squabs—	
Prime, white, 10 lbs. to doz., doz.....	@10.00
Prime, white, 9 lbs. to doz., doz.....	@9.00
Prime, white, 8 lbs. to doz., doz.....	@8.00
Prime, white, 7 lbs. to doz., doz.....	@7.00
Prime, white, 6 to 6½ lbs. to doz.....	@6.00
Culls, per dozen.....	@2.50

LIVE POULTRY.

Fowls, via express, fancy.....	@36
Chickens, via express.....	@33
Old roosters, via freight.....	@20
Turkeys, via express.....	@45
Ducks, via express.....	@35
Geese, via express.....	@21
Pigeons, per pair.....	@90
Guineas, per pair.....	@1.25

BUTTER.

Creamery (92 score).....	@51½
Creamery (higher scoring lots).....	@52½
Creamery, firsts.....	@49½
Creamery, seconds.....	@38
Creamery, lower grades.....	@37

EGGS.

Fresh gathered, extras, per dozen.....	@32
Fresh gathered, extra firsts.....	@29½
Fresh gathered firsts.....	@29½
Fresh gathered, seconds and poorer.....	@24
Fresh gath., checks, fair to choice, dry.....	@22
Fresh gathered dirties, No. 1.....	@24

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed 3 and 50, per ton.....	@30.00
Bone meal, raw, per ton.....	@38.00
Dried blood, high grade.....	@3.50
Nitrate of soda—spot.....	@2.00
Bone black, discard, sugar house del. New York.....	nom. 22.00@30.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	2.75 and 10c
Garbage tankage.....	@10.00
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	3.50 and 10c
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	3.50 and 10c
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c. per unit available phos. acid).....	@.....
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent, in bags.....	3.15@ 3.25
Muriate of potash, 80/85%, per unit K ₂ O.....	@1.25
Sulphate of potash, 80/85%, per unit K ₂ O.....	@1.75

